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From an unsolicited letter to "D & W"

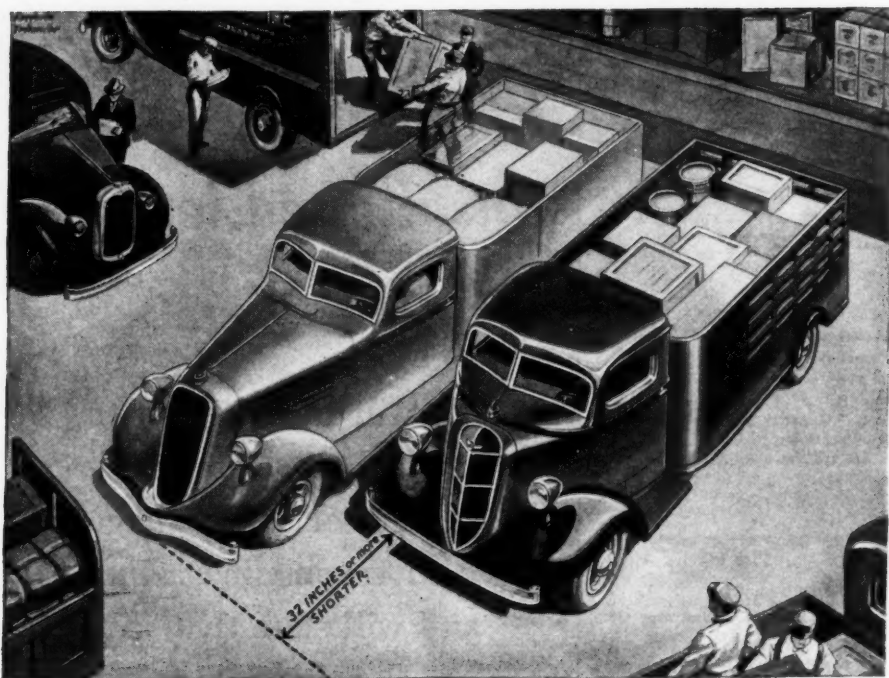
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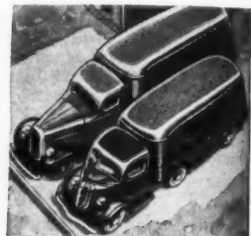
and we believe as our contracts expire with the other magazines, we shall centralize entirely on **DISTRIBUTION AND WAREHOUSING.**"

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priced from

\$565

upward, chassis
at the factory

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STUDEBAKER

FOREMOST IN TRANSPORT SINCE 1852

Warehouse Spot Stocks Build Padre Business

Los Angeles Producer of
Wines and Champagnes Is
Developing National Distribu-
tion on Basis of Broadening
Use of Public Storage

by
J. EDW. TUFFT



Charles B. Hansen, in charge of distribution for the
Padre Vineyard Company, Los Angeles.

ONE-THIRD of all the merchandise produced by the Padre Vineyard Company, Los Angeles, is spotted in public warehouses in eight cities, the balance of stock being shipped direct to jobbers in consolidated carload lots with stop-in-transit privileges. Padre is expanding; and, as more territory is opened, the company plans to broaden its warehouse spot stock system.

Padre products are shipped in bottles packed in fiber-board cartons of tested strength, or in barrels. The major trade names are "Vai Brothers' Old Reserve Wines and Brandies" and "Vai Brothers' Sparkling Wines and Champagnes."

Relatively large stocks are maintained continuously in public warehouses in Chicago, Milwaukee, Minneapolis, St. Louis, Norfolk, Jacksonville, New York and Louisville.

According to Charles B. Hansen, Jr., manager of Padre's shipping department, public warehouses were used for many years in pre-Prohibition days; and for elixirs, etc., during Prohibition. During the past eighteen months the number has been increased from three, in New Orleans and Chicago and New York, to eight.

"The increase," according to Mr. Hansen, "suggests that we think that the spot stock system gives the

very best service to our jobber-customers.

Padre's products must be kept in bonded space when stored in warehouses, and the building is required to be of concrete or other fireproof construction; and the compartment used must have an even temperature of approximately 65 degrees.

Perpetual Inventory

The most important requirement of all is that the warehouse have a complete and efficient bookkeeping system so that a *perpetual inventory* may be maintained. Padre requires that an inventory be submitted twice monthly at all hazards; and in addition to that, an inventory immediately following each withdrawal. The company desires to know almost every day in the year just how much merchandise is outstanding in warehouses throughout the country. There is no guesswork.

Financial responsibility is all important, also, as Federal tax must be paid at time of bottling. In order to keep the money coming in rapidly enough and soon enough to carry the Federal tax burden, advances from warehouses ranging from 25 to 50 per cent are required. The percentage depends naturally on the size of the stock and the rapidity of turnover.

The warehouses use their own printed forms in submitting reports. An inspection report by the warehouse company, in addition to the regular report of the inspection bureau, is required. The two must agree.

With regard to an over, short, or damage claim made by jobber or retailer, after perfect reports have been received both from the warehouse and the inspection bureau it becomes apparent whether error or breakage is the fault of warehouse company or the trucking or transport company. Placing of responsibility is simplified, and Padre then takes the case up directly with the transport company.

Advantages to jobber-customers resulting from spot stocks in warehouses are obvious, Mr. Hansen feels. In the first place, the customer is secure against failure to fill his orders to retailers—and this is the main purpose of the plan. In the second place, he is assured of good storage of stock in proper temperatures, etc. The general detail of buying and selling is reduced.

Only jobbers with well established credit are contacted by Padre salesmen. Stock ordered by a jobber and shipped in a consolidated car direct is shipped only when a certain percentage of the purchase price accompanies the order, and

Mr. Hansen is a good representative of the young man in industry. He is perhaps one of the youngest men in Los Angeles serving as manager of a major shipping department. He was graduated from the University of California at Berkeley with a Bachelor of Arts degree and later took a course in shipping and traffic management at the University of Southern California. His first job was with The Mary See Candy Company in the shipping department, and after two years there he joined Padre, where he has been doing a good job for the past two years. He is married and even carried on university work while supporting his family—

[illegible]

Angeles area. The vineyards are located at Cucamonga, Cal., and the warehouse and bottling plants at 845 North Alameda Street, Los Angeles. Products are shipped to the greater part of the entire country.

New York Free Zone Granted by Government Over Protests by Warehousing Groups

(Concluded on page 27)

Makers of "Forbidden Commodities"

Demand a Specialized Service

and "Red Label" products, says

H. A. HARING,

offer warehousing an opportunity

"WHAT is one man's poison may be another man's food." Thus says the proverb and thus, occasionally, it runs in business.

In our commerce we have a host of products, explosive or highly dangerous or highly inflammable, which require such great care that they must carry a "Red Label." This label is a conspicuous sign so displayed as to warn every one of danger. The Red Label, of given dimensions, is required by Federal law on the package, on the railroad car, on the ship. The railroad car much occupy only certain positions in the freight train; two cars with Red Labels must be spaced a given distance apart, and the goods may not be stored overnight in any freight house. Or, for highway transportation, flags and red signs must be displayed and other precautions observed. Explosives may not travel in an airplane under any circumstances.

In a factory, or a warehouse, equally strict rules govern the handling and storing of these dangerous goods.

These restrictions are necessary. They have, for the public warehouse, the effect that under ordinary conditions Red Label goods are not to be found in store. And, probably in every city, it is forbidden to store them in the downtown districts unless the building is specially constructed so as to comply with fire insurance regulations.

The very fact that Red Label goods are forbidden to ordinary storage opens an opportunity for one or two warehousemen in each city to develop a specialized business. By preparing themselves to handle and store and deliver these

dangerous items it is possible for them to stake out a new business field, where competition is slight because few others care to contend for the accounts.

The "forbidden explosives" do not enter the warehouses.

There are, under the law, also three classes of "acceptable explosives" which we shall pass by, because they must be stored outside a city in some area such as a ravine, far from buildings or roads or railroads. These include dynamite and powder, ammunition and fuses, bombs and torpedoes.

The "Red Label" commodities to which we do refer are those "dangerous articles of commerce other than high explosives."

Strictly speaking, the term "Red Label" does not apply to all the items we shall name. The "Red" signifies high degree of danger. For lesser risks the law provides "Yellow" labels, "Green," and even "White." But, in using the phrase "Red" in these pages, we employ the term as a general description of "dangerous" goods in the warehouse.

And, because warehousemen are not aware of the vast variety of these goods, we shall list the more common ones. This may seem unnecessary; but we do it so that by scanning the list a warehouseman may grasp the fact that these goods offer a real opportunity for storing. Wherever a factory uses one of them in its manufacturing processes, some one must store the goods. This storing, too, is not confined to the large city; indeed, cities of second rank find far more of it than do the big centers.

The most lengthy list is that of

inflammable liquids (which give off inflammable vapors at or below 80° F.). These are:

Acetaldehyde; acetone; alcohol; alcohol, denatured; alcohol, wood (methanol); amyl acetate.

Benzol (benzene); benzine; box toe gum; bronzing liquid.

Carbon bisulphide (disulphide); carbon remover, liquid; casinghead gasoline; cement, leather; cement, liquid, n. o. s.; cement roofing, liquid; cement, rubber; chemicals (see drugs); cleaning fluid or liquid; coal tar light oil; coal tar oil; coal tar naphtha; colodion; cologne spirits (see alcohol); columbian spirits (alcohol, wood); compounds, cleaning, liquid; compounds, lacquer, paint or varnish removing, liquid; compounds, lacquer, paint or varnish reducing, liquid; compounds, polishing, liquid; compounds, type cleaning, liquid; compounds, vulcanizing; crude oil, petroleum.

Distillate; dressing, leather; drier, paint or japan; drugs, medicines or chemicals, liquid, n. o. s.

Eradicators, paint or grease, liquid; ether; ethyl acetate; ethyl aldehyde; ethyl chloride; ethylene oxide; ethyl methyl ketone; extracts, liquid, flavoring.

Gas drips, hydrocarbon; gasoline.

High wines (see alcohol).

Insecticide, liquid (vermin exterminator).

Lacquer; leather bleach.

Medicines (see drugs); methanol (wood alcohol); methyl acetate; monochlorobenzol; motor fuel, n. o. s.

Naphtha; naphtha distillate; natural gasoline; nitrocellulose, wet with alcohol or solvent.

Oil, described as oil, oil n. o. s., petroleum oil, or petroleum oil n. o. s.

Paint, aluminum, bronzing, or gold; paints, liquid; pentane; petroleum, crude (crude oil); petroleum naphtha; polish, metal, liquid; polish, stove, liquid; pyridine; pyroxylin solution; pyroxylin solvent n. o. s.

Road asphalt, liquid; rum, denatured.

Shellac, liquid; solvent, n. o. s.; spirits of nitroglycerin.

Toluol (toluene).

Varnish.

Wood filler, liquid; wood stain, liquid.

Xylol (xylene).

Second in number are the "inflammable solids and oxidizing

materials" (liable to cause fire through friction, absorption of moisture, or spontaneous chemical changes). They are:

Ammonium nitrate; ammonium perchlorate.

Bags, nitrate of soda, empty; barium chlorate; barium peroxide (binoxide, dioxide); benzoyl peroxide; burnt cotton.

Calcium phosphate; celluloid scrap; charcoal briquets; charcoal, wood, ground, crushed, granulated, or pulverized; charcoal, wood, lump or screenings; chemicals (*see drugs*); chlorates, n. o. s.; chlorate of potash; chlorate of soda; chromic acid; cobalt, resinate, precipitated.

Drugs, chemicals and medicines.

Fibers or fabrics with animal or vegetable oil.

Lead nitrate.

Magnesium, metallic, powdered; matches, strike-anywhere; matches, strike-on-box, with other articles; matches, book, with other articles; match-tipped (self-lighting) cigarettes; medicines (*see drugs*); motion-picture film, scrap; motion-picture film, old and worn out.

Nitrate of soda; nitrate of strontia; nitrocellulose, nitroguanidine, or nitrostarch, wet with water.

Perchlorate of ammonia; perchlorate of potash; permanganate of potash; phosphoric anhydride; phosphorus, amorphous, red; phosphorus pentachloride; phosphorus, white or yellow; photographic film scrap; potassium bromate; potassium chlorate; potassium, metallic; potassium nitrate; potassium sulphide; pyralin scrap; pyroxylin plastic scrap.

Resinate of cobalt, precipitated; rubber scrap, rubber shoddy, rubber buffings, regenerated or reclaimed rubber.

Saltpeter (*see potassium nitrate*); saltpeter, Chili (*see sodium nitrate*); soda, chlorate of; soda, nitrate of; soda, nitrite of; sodium, metallic; sodium peroxide; sodium picramate; sodium sulphide; strontium nitrate.

X-ray film scrap.

Another group is known as "corrosive liquids" (liable to cause fire or damage when mixed with chemicals or organic matter). They are:

Acetyl chloride; acid, electrolyte; acid, formic; acid, hydriodic; acid, hydrobromic; acid, hydrochloric (muriatic); acid, hydrofluoric; acid, hydrofluosilicic; acid, nitrating (mixed acid); acid, nitric; acid, sulphuric (oil of vitriol); alkaline corrosive liquids, n. o. s.; antimony pentachloride.

Batteries, storage, wet, less-than-carload; battery chargers; battery fluid; benzoyl chloride; benzyl chloride; bromine.

Caustic potash, liquid; caustic soda, liquid; chloride of phosphorus; chlorides, anhydrous liquid; chlorides, anhydrous liquid, n. o. s.; chloride of sulphur; compounds, cleaning, liquid; compounds, paint and varnish removing; compounds, vulcanizing, liquid.

Dimethyl sulphate.

Electrolyte, acid.

Oil of vitriol (*see acid, sulphuric*). Phosphorus oxychloride; phosphorus trichloride; phosphorus tribromide; potash, caustic, solution; pyro sulphuryl chloride.

Radio current supply devices.

Silicon chloride; soda, caustic, solution; sulphur chloride.

Tin bichloride (tetrachloride); titanium tetrachloride.

The "compressed gases" are more familiar to warehousemen, they being the following:

Acetylene.

Air, compressed; anhydrous ammonia; argon.

Blaugas.

Chloride; coal gas.

Ethane; ethylene.

Hellum; hydrocarbon gas, liquefied;



hydrocarbon gas, nonliquefied; hydrogen; hydrogen sulphide.

Liquefied carbon dioxide; liquefied hydrocarbon gas; liquefied petroleum gas.

Methyl chloride; monomethylamine.

Nitrogen; nitrous oxide.

Oxygen.

Pintsch; propylene.

Sulphur dioxide.

And, lastly, we have a group known as "poisonous articles" (chiefly dangerous as fire risks, or to the human body externally, or when taken internally through contaminated food or feeds). A few of them are commonly known as "tear gases." They are:

Acid, hydrocyanic (prussic); acid, hydrocyanic, solutions; aniline oil; arsenate of lead; arsenic; arsenic acid; arsenic trichloride; arsenic trioxide; arsenic, white; arsenical compounds or mixtures, n. o. s.; arsenious acid.

Bromacetone; brombenzylcyanide.

Calcium arsenate; carbolic acid solid (phenol); carbolic acid, liquid; carbonyl chloride (phosgene); chemical ammunition; chloracetophenone; chlorpicrin; cyanide of potassium; cyanide of potassium, liquid; cyanide of sodium; cyanide of sodium, liquid; cyanogen.

Dinitrochlorobenzol; diphenylamine-chlorarsine; diphenylchlorarsine.

Insecticide, dry; insecticide, liquid.

Mercury bichloride; motor fuel anti-knock compound (ethyl brand); mustard gas.

Nitrobenzol.

Paris green; phosgene; police grenades.

Tear gas grenades; tear gas candles.

Xylol bromide.

All these substances, being dangerous, require "labels" by Act of Congress. The labels must conform to given standards as to size, printing and color. They must be of "diamond" shape, not less than 4 inches long on each side. The colors are:

Red: for inflammable liquids, inflammable compressed gases.

Yellow: for inflammable solids, oxidizing materials.

Green: for non-inflammable compressed gases.

White with red lettering: for poisonous gases, poisonous liquids, poisons, tear gas.

White with black lettering: for corrosive liquids.

In order to store Red Label products and the others we refer to under that general wording, the

warehouse must provide solid walls, of given thickness, without window or similar opening and with doors to meet given specifications. The space must be divided into rather small compartments, adequately protected against one another. Often the storage must be kept absolutely dry; more frequently it must be damp or moist (as with celluloids); sometimes even sunlight is a source of risk; and, of course, smoking or flame of any sort is prohibited. When the goods are liquids or chemical substances, due care must be observed to separate certain groups from other groups, due to their "chemical affinity"—a learned phrase which means that if they get together "something happens."

Many products, under restrictions as just outlined, are found in sections of warehouses in the downtown zones. Cellar storing is especially fitted for them.

Another group of Red Label goods must be kept in detached buildings. The usual city requirement is that the building must be 50 feet or more from another structure and the same distance from a street or railroad. Acetylene and the many brands of compressed gas require such storing, as also do lacquers and cleaning fluids in many cities. The "50-foot clearance" requirement removes the storing from the usual warehouse location to some distant part of the city.

For a warehouseman to have only a small volume would mean business at a loss. The trick seems to be to assemble enough accounts of this sort of goods to warrant the watchman service for a detached location, one or more office clerks at the place, and, of course, the necessary crew to handle the goods. A difficulty, in actual operation, is the finding of employees who do not smoke at all: if a man smokes, even infrequently, he may lapse without being conscious of it and the whole place go up in an explosion.

Yet those warehousemen who have set up Red Label storages of this type have made money at it rather uniformly. They report to me that the makers, or distributors, of these products have generally been compelled to establish their own storages, each for his own goods only, and that these operations show a steady loss because each is so small in volume. Whenever a public warehouseman equips himself to store and handle the goods of a number of manufacturers he can carry on at a lower cost than they could operate for themselves. For, in a small volume house, the watchman service and the supervision and the compliance with law and municipal regulation become costly matters. The un-

avoidable overhead, for these purposes, is too much for the volume to carry. In this manner the public warehouse, serving several patrons, achieves real and measurable economy.

Delivery through the streets, by truck, is hedged with as many regulations as is the storing. Common sense defends the utmost care—from personal habits of driver to up-keep of truck. A loose wire, a sudden spark, might be disastrous; a street accident or scraping the truck against a lamp-post or trolley pole might make "things interesting." The truck itself must carry conspicuous signs or flags by day, and appropriate lights by night (in many States transportation after dark is forbidden).

Federal regulations have been in effect since 1930, wholly without reference to recent legislation over interstate trucking.

They are general in character. In a sense they are the minimum requirements. Each State and city, or other authority, may attach to them additional local regulations not inconsistent with the Federal rules. Among other requirements are rules as to:

- Labels for packages.
- Labels for truck.
- Red flag of given description.
- Parking (forbidden).
- Transportation after dark (generally forbidden).
- Repairs to truck on road.
- Special reports for accidents.
- Free wheeling (forbidden).
- Re-fueling en route (permissible only under special conditions).
- Stops at crossings, highways, etc.
- "Riders" (strictly forbidden).
- Going through congested areas, following trolley tracks, entering tunnels or viaducts, etc.
- Lights and reflectors (special required).
- Disabled trucks.
- Exhaust pipes specially protected.
- Truck floors of special construction.
- Fire extinguishers, brakes, fuel lines, accumulated oil, steering wheels, etc.
- Driver may not leave seat except under given conditions.

As an example of local regulations supplementing the Federal, we have in Greater New York a close inspection of trucks entering the vehicular tunnels within the Port of New York Authority's jurisdiction. This body has issued special rules forbidding transport of specified articles through these tunnels.

One warehouseman, in a small city near Boston, tells me he stores celluloid in sheets (used for heels in fancy shoes) and rubber cement for the shoe factories in his neighborhood. Originally he had only one account. The maker had only one customer—a shoe factory which telephoned a requisition each afternoon for its next morning's requirements.

The warehouseman had this one

account—one brand and one customer—for nearly a year. Often he tried to get other accounts, but failed. Then, one day, another factory had a strike; and, in order to transport the day's lot safely, the warehouseman appealed to the police department for a motor cycle escort. Its arrival at the shoe factory made such a commotion that the warehouseman got an idea. He arranged with the chief of police for a single motor cycle each morning (a thing easily possible in a small city where men know each other by first names). The police department soon spread word about town of the great care of this warehouse. The fire department learned of it. Shortly rumors reached distant manufacturers of similar products—and, almost without effort, other brands of rubber cement and two for celluloid came to the warehouse.

This suggests what two other warehousemen have, at different times, related to me—namely, that success in Red Label warehousing is largely the ability to get along with the fire department and the various "inspection and rating bureaus" of the fire underwriters. These men are on the lookout for risky practices. They are keen to recommend any storage which is scrupulously operated for safety. So many concerns grow careless and on the sly over-step the rules that one which "never goes to sleep on the safety job" wins their approbation. In the course of time these bureaus recommend to owners of goods the "safe" warehouse.

Before venturing into Red Label goods the warehouseman has several rather obvious steps to consider. Really they have been suggested by what already we have said.

A first step is to make sure that the local building inspection department will approve location and building. It must conform to the rules of construction, clearances and protection.

A second step is to have the approval, ahead of construction, of the fire department.

Fully as important is the approval of the local bureau for inspecting and rating fire insurance, which, quite often, can show you how to cut the cost of erecting the building and at the same time keep down the annual premium for protection.

The police department, for city streets, and the State motor vehicle department, for outlying roads, will reward your attempt to co-operate—particularly, I am told, they will be your friends forever if you meet their suggestions about hours for going through certain congested streets, passing schools and hospitals, avoiding the "tough" sections of the city, etc. Often, I

am reminded, their ideas surprise the warehouseman; but, as a rule, the reasons are so clear that he quickly agrees to work with them for protection of the public.

Warehousemen, as another suggestion, tell me they get helpful hints from the traffic managers of the makers of Red Label goods. These men have accumulated vast experience with Red Label products. From them a hatful of kinks and proven devices may be had for the asking, as you develop their accounts in the house.

There remains the railroad. This to the warehouseman means very little, for the reason that he will ship out very little. Incoming lots are the worry of the shipper.

Did I say "worry"?

Recently in talking with a warehouseman about Red Label storing I used that same word. He caught at it by saying:

"These goods aren't a bit more worry than anything else. They go into the day's grind. But if you'd said 'interesting' instead of 'worry' it would have hit the mark. To me these Red Label goods have been an education. They've taught me more things about street traffic and about training our men than any commodity in the house.

"In one sense, maybe, you're right—the Red Label is a sort of red-hot poker. That is—dangerous. The fun is right there. Every one's skittish of them and there's no real competition in the whole town. We've used our heads. The best men in our company work in that department. We've never had a dollar of loss and our three Red Label houses are money makers."

Before trying to develop warehousing in "Red Label" goods, a warehouseman would do well to invest \$2. That sum, mailed to the Bureau of Explosives of the Interstate Commerce Commission, at 30 Vesey St., New York City, will bring the Federal regulations for "transportation and handling of explosives and other dangerous articles." This contains far more information than the usual railroad's freight tariffs or even the Official Classification.

The book covers not only shipment by freight, baggage car and express but applies to water transportation and "motor truck or other vehicle." It gives complete instructions for packing and storing, and such helpful suggestions as the chart of "Prohibited Mixed Loading and Storage", which, in tabulated form, shows instantly which articles should not be placed close to certain others, wet with dry, etc. As with all I.C.C. publications, supplements as issued will follow without additional cost.

Motor Carrier Act Is Chief Theme of Discussion at N.W.F.A. Convention

Marion W. Niedringhaus Is Reelected President, and John L. Wilkinson Again Heads Allied Van Lines

By F. EUGENE SPOONER

STANDING out above all other things brought to the attention of the more than 200 members attending the sixteenth annual convention of the National Furniture Warehousemen's Association, held in the Arlington Hotel at Hot Springs, Ark., on Feb. 4-8, was a discussion of the Federal Motor Carrier Act and the household goods' tariff to be filed under regulation by the Interstate Commerce Commission.

Tariff No. 1, as it is called, contains suggested rules, regulations, rates and bill of lading, and may be used by operators who desire to file their individual tariffs on a basis of cubic footage, weight, or time. To Griswold B. Holman, Rutherford, N. J., goes all of the honor of seeing through for the National the job of preparing this important document.

This year's meeting also was notable for the broad-gauged program presented and the many excellent reports handed in by the various committees. As a result, practically every session of the conven-

tion was well attended, even though many of these extended beyond the time normally expected.

Under the leadership of Marion W. Niedringhaus and John L. Wilkinson, who were reelected as respective presidents of the National and its affiliated Allied Van Lines, Inc., the entire program was completed. Oswald A. Latimer, San Antonio, was chosen to head the committee which will nominate officers and directors for 1937.

The association, for the first time, went on the air, this happening at the annual banquet when Mr. Niedringhaus and Mr. Wilkinson gave addresses over a radio hook-up of eighteen stations.

Among the new rules and regulations passed on, one substitutes for the 10 per cent withdrawal fee a commission of 1 cent per cubic foot based on the van measurement as a checking fee.

A summary of the papers and discussions at Hot Springs follows:

IN his opening address Mr. Niedringhaus emphasized that long-distance furniture moving and warehousemen were definitely at a turning point in the progress of this industry.

"Our industry is no longer localized," he said. "We are being forced willingly or unwillingly into a national scope of operation and no longer can the individual warehouseman content himself with mere security in his own locality. He must adopt a broader view and in my humble opinion the members of the association have a future to look forward to which is filled with opportunity, provided they realize the potentialities of this organization, and its adaptability to a new transportation scheme which will net commissions far in excess of those possible by any organization compelled to make a profit for itself instead of its agents."

Continuing, he stated, "I believe we have gained an understanding among our long-distance competitors which is bound to work for the betterment of the industry. It is pretty definitely indicated at the present time that all the major long-distance moving operators will file the uniform tariffs and rules of operation which have been gotten out by the committee."

Mr. Niedringhaus brought out that the National's membership had not declined in the past year but had in fact increased. Com-

menting on this, "I might say that the recent applications for membership have been quite numerous due in some measure to the activity of our membership committee chairman, William Hoag, and to the fact that great numbers of individual operators, who previously thought their business did not need the protection of a national organization are rapidly becoming aware of the great value of organization in protecting their interests."

In his report as secretary, Ralph

J. Wood, Chicago, called attention to the work conducted by the association through the hectic days of the NRA down to the more recent Motor Carrier Act and the Social Security Act.

"The Federal Security Act," Mr. Wood stated, "is a tax which under present business conditions will hit the warehouseman hard. As to whether this is class legislation or unconstitutional remains for the United States Supreme Court to decide. In any event your association has informed its members fully as regards to keeping proper records so as to comply fully with the requirements of the Act."

The Motor Carrier Act, he continued, more vitally affected the warehouseman than any piece of legislation ever before presented. "In any event," he said, "it behooves all warehousemen operating trucks to protect themselves by following out the requirements."

Mr. Wood stated that from all indications there was some slight improvement in business, although reports showed that warehouses appeared to be about 50 per cent filled, with slight storage offerings which do not offset the withdrawals.

About twenty members were added since the previous annual meeting. Reinstatements during the year numbered two; resignations, 23; "out of business," six; receivership, one; membership discontinued, one; suspensions, nine.



Marion W. Niedringhaus reelected president of the National Furniture Warehousemen's Association.

N.F.W.A. Officers and Directors Elected at Hot Springs

President, Marion W. Niedringhaus, president General Warehousing Company, St. Louis.

Eastern Vice-President, James E. Mulligan, secretary Knickerbocker Storage Warehouse Company, Newark, N. J.

Central Vice-President, O. W. Thomas, secretary A-B-C Fireproof Warehouse Co., Kansas City, Mo.

Southern Vice-President, George C. Harris, president Harris Transfer & Warehouse Co., Birmingham.

Western Vice-President, Frank A. Payne, president Lyon Van & Storage Co., Los Angeles.

Secretary, Ralph J. Wood, president Lincoln Warehouse Corporation, Chicago.

Treasurer, James D. Dunn, president Riverside Storage & Cartage Company, Detroit.

Directors

Eastern, Francis E. Buckley, president T. G. Buckley Company, Boston; and David V. Murdock, president Murdock Storage & Transfer Co., Inc., Pittsburgh.

Central, Walter P. Thiebault, vice-president Hebard Storage Warehouses, Inc., Chicago.

Southern, George E. Butler, secretary O. K. Storage and Transfer Co., Inc., New Orleans.

Western, Dean C. McLean, secretary McLean the Mover, Inc., Tacoma.

Allied Van Lines, Inc.

President, John L. Wilkinson, president Carolina Transfer & Storage Co., Charlotte, N. C.

Eastern vice-president, Walter E. Sweeting, president Atlas Storage Warehouse Company, Philadelphia.

Central vice-president, W. R. Thomas, manager Lincoln Storage Company, Cleveland.

Southeastern vice-president, Ernest T. Chadwell, vice-president Bond, Chadwell Co., Nashville.

Southwestern vice-president, S. J. Beauchamp, Jr., secretary Terminal Warehouse Co., Little Rock.

Rocky Mountain vice-president, R. V. Welcker, president Welcker Transfer & Storage Company, Denver.

West Coast vice-president, Herbert B. Holt, secretary Bekins Van & Storage Company, Los Angeles.

Treasurer, Joseph H. Meyer, president Federal Fireproof Storage Co., Chicago.

Secretary, Wilson H. Collin, general manager Allied Van Lines, Chicago.

Eastern directors: E. H. Milligan, president Lee Brothers, Inc., New York City; Griswold B. Holman, secretary George B. Holman & Co., Rutherford, N. J.; Edward G. Mooney, president Hartford Despatch & Warehouse Co., Inc., Hartford; Arthur S. Blanchard, president Blanchard Storage Company, Inc., Rochester, N. Y.;

Hugh G. Walsh, secretary Haugh & Keenan Storage & Transfer Co., Inc., Pittsburgh; C. W. Pimper, vice-president Security Storage Company, Washington, D. C.; Barrett C. Gilbert, vice-president Gilbert Storage Co., Inc., New York City; and Vice-President Sweeting.

Central directors: James L. McAuliff, secretary David Fireproof Storage Warehouses, Chicago; James G. Murrin, executive vice-president Fireproof Warehouse & Storage Co., Columbus; L. H. Tanner, manager Tanner Fireproof warehouses, Detroit; George LaBelle, president LaBelle Safety Storage Co., Minneapolis; A. E. Braun, Jackson Storage & Van Co., Chicago; Melvin Bekins, treasurer Bekins Van & Storage Company, Sioux City, Ia.; and Vice-President Thomas and Treasurer Meyer.

Southeastern directors: Paul B. Dodson, president Edelen Transfer & Storage Co., Knoxville; James M. Walker, president O. K. Storage & Transfer Co., Memphis; and President Wilkinson and Vice-President Chadwell.

Southwestern directors: W. W. Warren, vice-president O. K. Transfer & Storage Co., Oklahoma City; O. E. Latimer, secretary Scobey Fireproof Storage Co., San Antonio; Benjamin S. Hurwitz, president Westheimer Transfer & Storage Co., Houston; and Vice-President Beauchamp.

Rocky Mountain director: Vice-President Welcker.

West Coast directors: Frank A. Payne, president Lyon Van & Storage Co., Los Angeles; and Vice-President Holt.

Regional Conditions

IN his report as eastern vice-president, William T. Bostwick, New York City, predicted better business this year and said the industry should rejoice over the death of the NRA. "Competition is keen," he continued, "and not like the halcyon days of the past. Moving volume is greater but prices are lower, and lower furniture prices have not been helpful in increasing storage." Local moving had been beset with cut-throat

prices. Collections were better and there had been fewer sales.

O. E. Latimer, San Antonio, southern vice-president, reported business as 50 per cent normal, volume being the same as in 1934. Rates were 30 per cent lower and there had been no profit. He declared it would be necessary for the industry to look for other lines for income and that conditions would not pick up until a new generation came into the picture.

Herbert B. Holt, Los Angeles, western vice-president, attacked

the New Deal in his report. Stating that it was an "unhappy condition in which we find ourselves as business men," Mr. Holt said the present Administration "seems bent on increasing the national debt by huge excess of expenditures over income." He declared the Government was headed toward bureaucracy, shackling liberties, draining the resources of the country and stifling progress.

"In California," continued Mr. Holt, "a lot of members have dropped out of our State associa-



Ralph J. Wood,
reelected secretary.



John L. Wilkinson,
reelected president of Allied Van Lines.



James D. Dunn,
again group's treasurer.

tion, because they thought it was subordinate to the National association and as such did not fit in with their other affiliations. The result was that our State association was drying up and about to become as useless as the shell of a mock turtle. After a careful study we launched upon an attempted solution, by changing the name from California Van and Storage Association to California Storage Association and limiting our scope to the study of storage problems,



O. W. Thomas, again central vice-president.

leaving the moving end of the business, local or long distance, to the various draymen's associations, which were well equipped to care for it. The result has been encouraging. Attendance has improved, and we have attracted back into our membership many who had formerly been with us. We have decided not to let the small end of the business wag the large end, and we are trying to maintain an association which represents the industry and not just one chain.

"Most of our problems are local, and we believe that efforts toward cooperation should start at home and expand nationally. If other States would follow our plan, and I believe many are already doing so, we might some day get around to the idea of a National Association or Council of State Associations which would actually represent our industry. If we don't the picture will drift into schism like the Reformation, and we will have Methodist warehousemen, Presbyterian warehousemen, Baptist warehousemen, Lutheran warehousemen, and a lot of others, all convinced that their cause is holy and the others are wicked."

Mr. Holt thought also that this should be the time to form an

Contact!

DURING the National F.W.A. and Mayflower W.A. conventions, at Hot Springs, Ark., and Birmingham, respectively, there was an exchange of telegrams of cordiality:

From Marion W. Niedringhaus, St. Louis, the National's president, to the Mayflower meeting:

"Our membership approved today tariff rules and regulations of national committee. We wish your association a successful meeting."

From J. P. Ricks, Jackson, Miss., as Mayflower's president, to the National meeting:

"We acknowledge your wire expressing best wishes for a successful meeting and in turn extend to your association greetings and a sincere wish that you have had a successful meeting. We too have approved tariff rules and regulations of national committee."

operating company and to profit from the resulting economies of operation to be gained thereby and, while limiting membership in the Allied Van Lines to the National association, not limiting membership in the National association to the Allied Van Lines.

Mr. Holt reported that "despite Government hindrance and taxation" his region's business in 1935 was no worse than 1934, thereby indicating that the downward trend had stopped and possibly an upswing might be close ahead.

"Storage and packing," he continued, "have been generally lower, but moving and certain other sidelines have improved to even up things. A housing shortage exists in many parts of our region, which is bound to help our storage department. I believe we can all look forward hopefully to increasingly improving prospects for 1936 in all departments, and we



George C. Harris, southern division's new vice-president.

hope this association will also grow and prosper."

Calling attention to the revolutionary changes in the economic and social life of the nation, Oscar W. Thomas, Kansas City, central vice-president, stated:

"Most of us are sympathetic with the good intentions and worthy motives of the Administration but are beginning to wonder if the 'more abundant life' cannot be attained through the use of less drastic measures and



James E. Mulligan, new eastern vice-president.

without destroying the basic principles of our Government.

"Getting down to the bare facts, I believe it will be conceded that the average business man is far more solicitous of the welfare of his workmen than are most politicians whose interest is in building up fences for election day."

Summarizing a canvass of the larger cities in the central division, Mr. Thomas pointed out that some local associations were not functioning at all, having practically ceased activities following the demise of NRA.

"Business conditions in the various departments range from 'lousy' to 'substantial increase,'" Mr. Thomas stated. With only two exceptions, he continued, those reporting for their respective cities showed increases in local and long-distance moving. Michigan had reported better moving business conditions there because of the State law regulating intrastate hauling and fixing rates. Packing, with two exceptions, was better than 1934, in some cases due to increase in long-distance moving. About half in the central region reported slightly better storage conditions; the other half reported slight declines.

In closing, Mr. Thomas pointed

out that some members were inclined to feel that the National association should give more attention to the problems of strengthening the locals. "While no doubt more could be done along this line," he said, "after all, this is primarily the job of the local warehousemen and the burden cannot be shifted to the National association."

Following the regional reports the program launched into a discussion of the Motor Carrier Act.



Dean C. McLean,
a director.

Jack Garrett Scott, chief of the legal section of the Motor Carrier Bureau, Washington, reviewed transportation from its inception to the present and pointed out that regulation was no experiment but a thing which had been determined by the Interstate Commerce Commission, State commissions, etc., for the past ten years. The aims of regulation, he pointed out, were to build a national highway system for business and defense, and to place the motor vehicle industry on a responsible basis of assured profits and a high standard of service to the public. He predicted that expansion in the highway field may bring super-highways which would permit 100 m.p.h. He closed his talk by claiming that there should be no thought about the validity of this Act; that it would be strictly enforced; and that operators must not be impatient over the progress of bringing about a stable situation in this regulation.

In the discussion that followed Mr. Scott's talk he pointed out that all States covered in a route and served must be named in the application. He warned against including States that might be served; actual operation is the criterion. Stop-in-transit does not alter the

status of a common carrier. His responsibility requires him to serve, but the provision of the Act permits him to abandon a line or route. The line of demarcation of State and Federal control is not yet clear. State laws now permitting operation of out-of-State trucks may be later rescinded so as to render present service inoperative. The extent to which Federal control can step in under such situations is at present unknown. Operators should file rates at whatever level they deem best, but the lower the better, because it is easier to raise rates later than lower them. Rates can be amended on 30 days' notice. It is a "pious hope" of the I. C. C. that protests will secure almost immediate action.

The report by Joseph W. Glenn, Buffalo, on employer and employee relationship was not read, Mr. Glenn being absent. The report by C. F. Basil Tippet, Toronto, as chairman of the statistics committee, also was read; in it he predicted that business was about to enter a period bringing unprecedented high prices and boom times, to be followed, and not too far distantly, by a depression the like of which "we have never seen even when compared with what we have passed through."

"Management," Mr. Tippet continued, "must be guided by two very definite and well-tried principles. One is caution and the other is courage."

"By caution I mean a definite knowledge of the detailed costs in one's business and knowledge of the values of revenues which we receive."

He pointed out that inasmuch as labor cost amounted to practically one-third of all the expenses of the cartage business, control at that point was invaluable.

"Caution as to value of reve-



David V. Murdock
a director.

nues," he pointed out, "suggests a definite analysis of the hours sold for the separate sections of the business and the relation to the cost per hour. If one ties this in to the sales cost for each particular type of business, soon one will realize the importance or otherwise of each part. Cautiously analyzing the sources of these separate revenues, especially in our storage department, we can more wisely direct our expansion program."

"We will probably be the last to



George E. Butler,
a director.

feel the boom times. Accordingly, it is necessary for us to have vision as to the possibilities of our organization and what other line of the business we can wisely undertake. We need courage to adapt the development schemes and new viewpoints which have been found successful in the businesses foreign to our own. In my opinion we are away behind in this and each must look for a dynamic idea which will blow himself out of the rut."

The second day's program was started by W. R. Hoag, Chicago. As chairman of the membership committee, and a member of it for sixteen years, he pointed out that the association had approximately 650 members and that 30 applications had been passed on since September. He stated further that from six to ten companies would be reinstated within the next six months.

Walter P. Theibault, Chicago, in his report as chairman of the sales promotion committee, divided his topic into six parts.

The first, "Are we, as individuals, capable of managing our own business under present conditions?" was answered in the affirmative but with the warning that the best set of tools meant nothing unless it was used properly; also the suc-

(Continued on page 34)

Mayflower W. A. Votes to Support Household Goods Tariff No. 1

Daniel P. Bray Elected President at Birmingham Convention—
Revised By-Laws Provide for an Increase in Some Dues and for
Expansion of Board of Directors

By KENT B. STILES

A FEATURE of the fifth annual convention of the Mayflower Warehousemen's Association, held at the Tutwiler Hotel in Birmingham on Feb. 5-8, was a decision to support the Household Goods Tariff No. 1 as prepared by the group's affiliated Aero Mayflower Transit Company in cooperation with the Allied Van Lines, United Van Lines and Greyvan Lines for filing with the Interstate Commerce Commission under the Federal Motor Carrier Act. The delegates were almost unanimous in their belief that Mayflower should stand squarely with the National Furniture Warehousemen's Association and other interests in an effort to stabilize the moving industry by eliminating the evil of destructive competition under Government regulation.

Daniel P. Bray, president of the Monarch Transfer & Storage Co., Kansas City, Mo., was elected president, succeeding J. P. Ricks, president of the Ricks Storage Company, Inc., Jackson, Miss., who becomes automatically a member of the board of directors by virtue of a new by-law providing that the retiring president each year shall be so honored.

Also under the revised by-laws a new office was created, that of executive secretary, and the new board of directors announced that E. H. (Henry) Lamkin, Indianapolis, had been appointed. Mr. Lamkin is familiar with the problems of both the Mayflower W. A. and the Aero Mayflower Transit Company by reason of his recent services, as an Aero Mayflower representative and as a member of the rules and regulations committee of the household goods movers' national steering committee.

THE Mayflower deliberations were opened with an address of welcome by J. M. Jones, president of Birmingham's City Commission, and responses by Carl F. Wittichen, Sr., and Carl F. Wittichen, Jr., of Mayflower's Birmingham member-company.

In his report as president Mr. Ricks announced that the board of directors had voted to continue with the trade promotion program and to that end he recommended a revision of the association's membership dues based on cities' population, the new dues to include the financing necessary to carry on the promotion activities.

After paying a tribute to the late Burnside Smith, who was president of the affiliated Aero Mayflower Transit Company, Mr. Ricks predicted "continued growth" of Aero Mayflower and appealed to members to support the organization under the management of P. A. Cooling as president, E. S. Wheat-

on as general manager, and their associates. Mr. Ricks regarded



Daniel P. Bray, new president of Mayflower Warehousemen's Association.

Edward S. Brashears, general counsel for the American Trucking Associations, Inc., addressed the Birmingham meeting with a prediction that ultimately the I. C. C. would regulate all warehouses, regardless of whether they engaged in motor carriage operations only. Mr. Brashears expressed opinion that the Motor Carrier Act could not be successfully attacked as unconstitutional, and he believed that enforcement of the new law was certain.

One resolution adopted by Mayflower characterized as "impracticable and unworkable" the I. C. C.'s cargo insurance proposals.

Mayflower sharply revised its by-laws. Under the new set-up, the board of directors comprises seventeen executives—president, five vice-presidents, secretary-treasurer, and ten others—instead of fifteen as hitherto. Also under the revision, membership dues, based on cities' populations, were increased, the maximum now being \$75. For the year ahead this provides for a budget of \$12,500, this amount including sufficient capital for carrying on trade promotion activities, which last year were financed by voluntary contributions.

Aero Mayflower informed the convention that it expected that Mayflower W. A. members (Aero Mayflower's agents) would write so much new business in the months to come that it had decided to buy new motor truck chassis and to work the Indianapolis body-building shops twenty-four hours a day to turn out new equipments.

A summary of the Birmingham meeting follows:

the Federal Motor Carrier Act as "the most important question confronting our industry at this time."

Mr. Wheaton in his "checking out" report as the association's secretary announced a MayWA membership of 277, plus nine branch offices, and stated that every Aero Mayflower agent had become affiliated with MayWA. As for the future, MayWA was now in a position to be more careful in its selection of members, he said, and a large number of applications was under consideration.

Inquiry had shown, Mr. Wheaton stated, that it was not practicable for the MayWA directors to organize a separate corporation to handle members' insurance, as had been contemplated; and as a substitute, an insurance survey service would be created.

Divisional reports were submitted by the five vice-presidents—E. C. Spargo, Bridgeport, Conn., eastern; A. H. Naish, Cincinnati,

1936 Personnel of Officers of the Mayflower Warehousemen's Association

President, Daniel P. Bray, president Monarch Transfer & Storage Co., Kansas City, Mo.

Eastern vice-president, Godfrey E. Santini, president Santini Bros., Inc., New York City.

Central vice-president, Willis F. Day, Jr., manager Willis Day Storage Co., Toledo.

Southern vice-president, A. L. Hernandez, Jr., manager Southern Transfer Co., Inc., San Antonio.

Western vice-president, L. E. Stone, president White Line Transfer & Storage Co., Des Moines.

Pacific Coast vice-president, W. E. Hibbitt, president Lawrence Warehouse & Distributing Co., Sacramento.

Secretary-treasurer, A. H. Naish, president "Al" Naish Moving & Storage Co., Cincinnati.

Executive secretary, E. H. Lamkin, Indianapolis.

Directors for two years each: F. C. Caldwell, president Caldwell Bonded Warehouses, Inc., Tampa; C. D. Coggeshall, president Federal Storage & Van Co., Tulsa; George C. Dintelmann, Ben A. Langan Storage and Van Co., St. Louis; Lawrence D. Dunn, president D. W. Dunn Co., Boston; Arthur A. Leonard, president Leonard Warehouses, Inc., Detroit; Buell G. Miller, president North Broad Storage Company, Philadelphia; F. G. Redman, president Redman Fireproof Warehouse Co., Santa Monica.

Directors for one year each: Harry P. Ferriss, president Ferriss Warehouse & Storage Co., Pensacola; J. P. Ricks, president Ricks Storage Company, Inc., Jackson, Miss.; K. M. Wald, president Wald Transfer & Storage Co., Inc., Houston.

central; K. K. Meisenbach, Dallas, southern; Charles J. Weber, Chicago, western; and R. R. Sutton, Pasadena, Pacific Coast. These indicated generally that household goods occupancy and local and long distance moving were improving, with prospects apparently better for 1936.

President Ricks announced that the retiring board of directors had unanimously recommended to the incoming board the appointment of E. H. Lamkin, Indianapolis, as the Association's executive secretary. (Subsequently the new board acted favorably on this recommendation.)

In a talk on "The Future of Mayflower," P. A. Cooling, Aero-Mayflower's new president, paid a tribute to Burnside Smith, saying that the successful growth of both Aero-Mayflower and MayWA was largely the result of Mr. Smith's "dynamic personality."

Declaring that the Motor Carrier Act would put both Aero-Mayflower and the association members' individual businesses on a more stabilized basis, Mr. Cooling announced that Aero-Mayflower would add a greater percentage of

1,000 cu. ft. vans this year than it did in 1935. Better drivers, with less labor turnover, were being developed, he said, and claims on damaged goods were being given more attention. Enough new equipment would be provided by Aero-Mayflower, he promised, to take care of more than normal growth in business.

In a talk as Aero-Mayflower's new general manager, E. S. Wheaton outlined the company's organization plans, covering driver-selection, equipment, maintenance, claims, etc. With regard to vans, he said it would be necessary for Aero-Mayflower to recognize evolution in design. Alluding to the Motor Carrier Act, he stated that Aero-Mayflower's application for a certificate was nationwide in character and was an application on behalf of all MayWA members as well as for the long distance organization itself.

Following a brief discussion by C. M. Gemtry, Indianapolis, of Aero-Mayflower's operating problems, C. J. Neal, Cleveland, told how agency value would be enhanced under Federal regulation. Enactment of the Act was the "culmination of an era," he said, and "tomorrow we start a new day." The Act he declared, would bring order out of chaos in long distance hauling.

Edward S. Brashears, general counsel of the American Trucking Associations, Inc., reviewed conditions prior to enactment of the law and gave A B C explanations of the Act and of common, contract and private carriers. Discussing "services" in connection with vehicles, Mr. Brashears said it was necessary for carrier-operated warehouses to file rates covering connected services; omissions for charging of such services would be violations of law, in his opinion. If a warehouse company operated two warehouses, one of them not doing motor carriage and there was confusion as to the services of the two plants, the company would be violating a law if any effort was made to effect rebates, he declared, and he expressed belief that ulti-

mately Congress would include all warehouses under the Motor Carrier Act.

Mr. Brashears said there was no question but that the law would be enforced. Every conceivable mechanism in the machinery of enforcement would be used, he said, and trucking associations, national and local, would be called on by the Interstate Commerce Commission to help administer and enforce the law. Moreover, he suggested, all the power of the American railway system might be expected to give uninvited aid toward enforcement.

Mr. Brashears believed that there was not a chance of the constitutionality of the Motor Carrier Act being successfully attacked.

Paying a tribute to the national steering committee of the household mover's group, Mr. Brashears declared that Release Order No. 2 makes household goods a class which must be regarded as a class by the I.C.C., and he characterized the release order as "one of the most important forward steps possible for this industry."

Mr. Brashears brought to the group's attention the I.C.C.'s insurance proposals affecting carriers of



A. H. Naish,
elected secretary-treasurer



J. P. Ricks,
chosen a director.

property and persons; he called the proposals "vicious," saying they would produce immediate increase in loss ratio and would unduly disturb existing insurance rates in the several States. He suggested that MayWA take some sort of action in opposition to the proposals.

In reply to a question, Mr. Brashears expressed opinion that the I.C.C. has jurisdiction over rates on goods in storage in carrier-operated warehouses even if the goods are to go by rail. "When the I.C.C. will exercise that jurisdiction," he said, "I don't know."



Buell G. Miller,
a director.

In reply to another query he expressed opinion that rates set forth in contracts made in January would be in violation of law on removals actually taking place after April 1, the effective date of the Act.

On motion by Mr. Naish, President Ricks appointed a committee—L. E. Stone, chairman, and E. C. Spargo and Carl F. Wittichen—to prepare a resolution in line with the suggestion by Mr. Brashears. This committee subsequently presented, and the convention unanimously adopted, the following:

"The annual convention of the Mayflower Warehousemen's Association, having before it for consideration I.C.C. communication of Feb. 3, signed by John L. Rogers, having reference to 'security for protection of the public' with proposed rules respecting insurance, bonds, etc., the committee's report indicates that there are proposals contained in this memorandum which are impracticable and unworkable as follows:

"1. Cargo insurance. Insurance to the full value of cargo as a requirement would visit on the carrier obligations as to obtaining

value of shipments which would be impossible.

"2. Minimum of \$750 per rated ton capacity is without any foundation in reason. There is no relation between a ton-rated capacity and the value of a cargo.

"3. The requirement that all insurance be with one insurance company and that such company be admitted in every State in which operations are carried on would leave the operations of the carrier subject to the action of his insurance company in an unjust manner.

"4. Qualifications for self-insurance are too high.

"Resolved, that the report of the committee be adopted and that the objections appearing therein be transmitted to the I.C.C. as objections of this convention."

Arthur A. Leonard, MayWA member in Detroit, voiced a protest against the rate of one cent per cubic foot on temporary storage in transit as set forth in the "Tariff No. 1 Household Goods" document to be filed (effective April 1) jointly by Aero-Mayflower, Allied Van Lines, United Van Lines, and Grey-van Lines.

The fixing of the rate for temporary storage in transit should, Mr. Leonard contended, be left to local agreement. In Detroit, he explained, the rate was higher through just such agreement and was so permitted by the State's Public Utility Commission; and to restrict the Detroit operators to one cent per cubic foot would mean that they would lose money performing the service. "Our local rate structure would cave in on us," he said.

Members from several other cities indicated sentiment that the rate should be more than one cent, while others felt that no rate at all should be designated but that the charging should be left optional.

Buell G. Miller, Philadelphia, emphasized that it was important that Aero-Mayflower line up in agreement with the other three long distance hauling organizations.

On motion by C. J. Neal the convention went on record as accepting the one cent rate, and it was voted also that the National Furniture Warehousemen's Association, then currently in session at Hot Springs, Ark., be notified of the action taken by MayWA. Accordingly, E. H. Lamkin, acting executive secretary, sent the following telegram to the National:

"Am requested by resolution to advise you that Mayflower members present have approved rate of one cent per cubic foot for temporary storage in transit as agreed upon by household goods committee."

By-Laws Revised

UNDER a committee headed by C. J. Neal, MayWA's constitution and by-laws were completely revised, numerous important changes coming into effect through the convention's unanimous approval of the seven-page document presented by Mr. Neal.

The "Object" (Article II) of the association was broadened so as to set forth the following:

"To foster the interests of its members; to secure freedom from unjust or unlawful exactions; to establish and maintain uniformity



George C. Dintelmann,
a director.

and equity in the customs and usages of the general warehousing and transfer business; to acquire, preserve, and disseminate valuable business information; to do anything necessary, which may be recognized as proper and lawful objectives of trade associations; all of which shall be consistent with the public interest as well as in the interest of this industry and trade."

Article III, titled "Membership," was expanded by the addition of a new section clarifying conditions under which a member might be suspended.

"Dues" are covered in Article V of the new document. Formerly they were a minimum of \$15 and a maximum of \$25. Under the revision, the scale begins at \$25 for members in cities with population of 30,000 or less. The other amounts are \$50, population 30,000 to 50,000; \$60 for population more than 50,000 but not more than 100,000; and \$75 for population of more than 100,000.

It was explained by President Ricks that the new dues would take care of all trade promotion activities, whereas last year the money

necessary for this work was raised through voluntary contributions, 124 members having contributed approximately \$9,000.

Under the new dues set-up, Mr. Ricks added, \$12,500 would be available; and to this amount would be added \$1,200 which Burnside Smith had promised give and which Aero-Mayflower accordingly would contribute.

Article VIII of the new by-laws increases the size of the board of directors to seventeen, as compared with fifteen before. Thus the new



Arthur A. Leonard,
a director.

board comprises the president, five vice-presidents, the secretary-treasurer, and ten others. The latter arbitrarily include the association's immediate past president, whose term runs one year. Also the terms of the president, five vice-presidents and secretary-treasurer are limited to one year. Seven of the directors are elected to serve two-year periods; and at the end of the first year, five of the seven become the five vice-presidents for the ensuing year.

Under these arrangements, it will not be possible for any member to serve as president, vice-president or secretary-treasurer two years in succession.

The new machinery for elections provides that there shall be no voting by proxy; in other words, ballots may be cast only by members actually in attendance at conventions.

Also under the new set-up, the nominating committee selected to prepare a slate for the following year becomes an elective body instead of being appointed by the president. Under this method, the nominating committee's chairman is a member-at-large; and the committee members represent divisions as follows:

One from the eastern division (the New England States and New York, New Jersey, Pennsylvania, Delaware, Maryland, District of Columbia, and Virginia).

One from the southern division (North Carolina, South Carolina, Georgia, Florida, Tennessee, Alabama, Mississippi, Arkansas, Louisiana, Oklahoma, and Texas).

One from the combined central and midwestern divisions. (The central division comprises Ohio, West Virginia, Kentucky, Indiana, and Michigan; the midwestern comprises Minnesota, Wisconsin, Illinois, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, Wyoming, and Colorado.).

One from the Pacific Coast division (Washington, Oregon, California, Nevada, Montana, Idaho, Utah, Arizona, and New Mexico).

Although, in the foregoing, the central and midwestern divisions are merged in relation to representation on the nominating committee, the two are separate in all other respects, each having its own vice-presidents and two directors.

The new by-laws provide for the first time for the office of an executive secretary. He is "appointed by the board of directors, to serve at the pleasure of the board."

Also is created an executive committee. This comprises three of the directors, elected by the board, plus the president and the secretary-treasurer. It is provided that this committee "may exercise the powers of the board of directors" when the board is not in session and submit reports at the board's next meeting.

Discussion from the floor indicated that at some future time an advisory committee of the association's past presidents would be created to cooperate with the boards of directors.

Announcement was made by John Sloan Smith, son of Burnside Smith, that as head of the equipment department of Aero-Mayflower he had been authorized to purchase the largest number of truck chassis in the organization's history and get them on the road as quickly as possible. Aero-Mayflower anticipated an increase in business of MayWA members, he explained, and the body-building shops at Indianapolis would be worked twenty-four hours a day to provide equipment considered to be necessary.

E. S. Wheaton read a telegram he had just received from the American Trucking Associations, Inc., to the effect that MayWA was to be accorded two appointments on the A.T.A.'s national rate and tariff committee, west of the Mississippi. President Ricks designated L. E. Stone of Des Moines and K. K. Meisenbach of Dallas.

Following a talk by H. C. Mims,

of the A.T.A. field staff, the convention, acting on motion by Mr. Meisenbach, went on record in support of an investigation, by the A.T.A., of the railroads' pick-up and delivery service.

During further discussion of the Motor Carrier Act, Mr. Wheaton told the MayWA members that if their individual applications for extended territory should be denied by the I.C.C. the members could still "sit back and smile, for the Aero-Mayflower application will cover you."



C. D. Coggeshall,
a director.

Speaking as a member of the rules and regulations committee of the steering committee of the household goods movers functioning under the A.T.A., E. H. Lamkin reviewed the work of preparing the household goods Tariff No. 1 and explained its features one by one, copies of the document meanwhile having been distributed to the delegates. So interested were the members in this particular subject that they abandoned their plan to attend an evening boxing tournament and remained in session until long after midnight to listen to Mr. Lamkin's interpretations and explanations.

During this evening meeting the convention voted, on motion by Mr. Stone, that the association, through the medium of the A.T.A., petition the Interstate Commerce Commission that the latter grant the warehouseman the privilege of extending credit to national accounts, as in the past, on both local and long distance moving. This privilege if granted would liberalize Rule 17 of the general rules and regulations set forth in Tariff No. 1.

Mr. Lamkin concluded his motor carrier discussion on the final morning of the convention, and on motion by Mr. Spargo the following resolution was adopted:

"Whereas, household goods warehousing as an industry was in a
(Continued on page 36)

OCCUPANCY ON OCT. 31 AVERAGED 61.9%

Latest Mark 1.3% Below
Level of a Year Ago

THE January release of the Bureau of the Census of the Department of Commerce covering merchandise warehousing indicates that at the end of this past October the average occu-

pancy was at its lowest ebb since the close of June of 1933. On the last day of that June the occupancy curve had moved upward, following the change in the Administration at Washington, to

61.9 per cent. On this past Oct. 31 it was again at the 61.9 mark. During the intervening months it had climbed to 70.1 per cent at the close of June of 1934 (that being the lone month in which it passed the 70.0 level). Since that June of 1934 it has fluctuated between a high of 67.1 and the low of 61.9 recorded for last October.

Oct. 31's mark of 61.9 (provisional) represents a decline of six-tenths of 1 per cent from the level at the close of the preceding month.

Also the provisional 61.9 for October reflects a recession of 1.3 per cent from the average occupancy mark for the corresponding date in the previous year.

Last-day-of-October average percentages, for the entire country, across eight years (with 1935's being preliminary) have been as follows:

1928	1929	1930	1931	1932	1933	1934	1935
66.4	76.3	68.8	65.3	61.7	64.2	63.2	61.9

The end-of-October average in 1935, it will be noted, was more favorable than the one recorded for the corresponding date in 1932. At that time a steady recession had been in progress—one which continued on until general business recovery began to be experienced a few months after President Roosevelt entered the White House.

The tonnage figures in the accompanying September-October table indicate that during October a smaller percentage (by 1.9 per cent) of goods arriving at reporting warehouses entered storage (out of total volume received) than during the earlier month.

In October, 404,257 tons (this figure being provisional) arrived at 941 reporting warehouses; of this, 319,251 tons, or 79.0 per cent, entered storage, the balance being delivered on arrival.

In September the total (final) arriving volume at 942 reporting warehouses was 384,779 tons, of which 80.9 per cent, or 311,243 tons, entered storage, the balance being delivered on arrival.

The provisional 79.0 per cent for this past October compares as follows with the October percentages of the preceding seven years:

1928	1929	1930	1931	1932	1933	1934	1935
73.5	79.4	78.0	79.0	79.5	81.7	82.3	79.0

Occupancy

THE recession of 1.3 per cent in the country's average occupancy on Oct. 31 as compared with the mark recorded

PUBLIC MERCHANDISE WAREHOUSING

SEPTEMBER-OCTOBER, 1935

Statistical data on occupancy and tonnage during the months of September and October, 1935, as reported to Director William L. Austin, Bureau of the Census, Department of Commerce.

DIVISION AND STATE	Per Cent of Floor Space Occupied		TONNAGE							
			Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.	
	Oct.	Sept.	Oct.	Sept.	Oct.	Sept.	Oct.	Sept.	Oct.	Sept.
NEW ENGLAND (Total)	45.6	45.0	14,614	11,072	11.4	8.6	2,134	1,850	1.7	1.4
Vermont, New Hampshire and Connecticut.	34.9	40.0	651	1,660	6.7	17.0	490	478	4.7	4.9
Massachusetts.	44.5	43.8	11,844	7,595	12.3	7.9	1,224	942	1.3	1.0
Rhode Island.	56.6	53.3	2,119	1,817	9.7	8.0	450	430	2.1	1.9
MIDDLE ATLANTIC (Total)	62.5	64.9	66,254	84,725	10.3	13.2	10,282	9,643	1.6	1.5
New York Metropolitan District.	62.2	65.9	39,320	55,117	8.1	11.4	3,460	3,280	0.7	0.7
Brooklyn.	61.7	66.9	15,351	20,701	5.3	7.2	157	159	0.1	0.1
Manhattan.	63.2	66.8	4,095	4,983	7.2	8.8	129	258	0.2	0.5
Nearby New Jersey.	65.9	67.2	10,884	28,107	14.5	20.6	3,174	2,843	2.3	2.1
All other.	14.1	14.8	1,234	1,234	52.5					
New York, except Metropolitan District.	67.7	63.2	10,179	10,448	15.6	15.9	5,094	4,599	7.7	7.0
New Jersey, except Metropolitan District.	35.9	35.7	558	487	9.1	7.9				
Pennsylvania.	62.8	62.6	16,197	18,673	18.7	21.6	1,788	1,784	2.1	2.1
EAST NORTH CENTRAL (Total)	71.9	70.7	99,901	82,667	29.3	24.3	16,695	14,165	4.9	4.2
Ohio.	71.0	69.3	21,430	17,749	25.3	21.3	3,410	3,228	4.1	3.9
Indiana.	54.9	55.7	6,004	6,864	19.0	21.7	3,072	3,027	9.7	9.6
Illinois, except Chicago.	75.1	75.4	2,705	2,830	13.3	14.0	2,524	1,836	12.4	9.1
Chicago.	78.2	76.9	27,050	23,186	30.1	26.1	3,202	1,926	3.6	2.2
Michigan.	77.2	76.5	32,289	23,389	42.0	30.4	2,451	2,298	3.2	3.0
Wisconsin.	61.3	59.1	10,423	8,649	26.8	22.3	2,036	1,850	5.2	4.8
WEST NORTH CENTRAL (Total)	65.4	65.2	33,815	38,680	22.9	26.2	12,029	11,887	8.1	8.0
Minnesota, except Minneapolis and St. Paul.	62.4	69.6	1,977	4,744	26.5	63.5	1,004	649	13.4	8.7
Minneapolis and St. Paul.	76.5	73.3	4,127	3,876	24.7	23.2	1,794	1,375	10.7	8.2
Iowa.	46.6	46.6	4,299	4,095	19.2	18.3	1,711	2,197	7.6	9.8
Missouri, except St. Louis.	66.3	66.2	4,699	6,108	19.7	25.6	1,350	1,455	5.7	6.2
St. Louis.	76.2	79.8	8,216	9,129	24.1	26.7	689	596	2.0	1.7
North and South Dakota.	63.9	62.8	3,683	2,430	21.3	13.3	2,381	1,762	13.8	9.6
Nebraska.	62.5	63.8	5,882	7,096	32.9	39.6	2,321	2,943	13.0	16.4
Kansas.	62.0	64.5	932	1,202	11.6	14.9	770	850	9.6	10.9
SOUTH ATLANTIC (Total)	56.2	59.8	35,745	30,303	25.3	21.6	12,819	8,454	9.1	6.0
Maryland, Delaware and Dist. of Columbia.	50.3	56.1	18,138	20,575	18.7	21.2	4,392	4,428	4.5	4.6
Virginia.	81.4	83.3	2,558	2,254	36.0	31.7	1,089	889	15.3	12.5
West Virginia.	80.9	86.9	985	1,067	14.6	15.8	880	542	13.0	8.0
North and South Carolina.	70.6	64.8	2,809	969	33.7	11.8	268	234	3.2	2.9
Georgia and Florida.	61.4	57.5	11,255	5,438	50.9	25.5	6,190	2,361	28.0	11.1
SOUTH CENTRAL (Total)	53.9	52.1	35,297	39,028	24.5	27.0	14,448	13,956	10.0	9.7
Kentucky and Tennessee.	80.9	76.5	5,175	4,445	34.6	29.7	1,981	1,745	13.3	11.7
Alabama and Mississippi.	77.4	71.8	1,393	1,306	20.0	18.3	1,500	1,210	21.6	17.4
Arkansas and Oklahoma.	75.7	76.2	6,434	6,529	29.0	29.4	4,627	5,042	20.8	22.8
Louisiana.	65.7	60.8	14,296	21,041	22.9	33.7	1,581	1,102	2.5	1.8
Texas.	39.9	39.4	8,069	5,707	21.4	15.1	4,750	4,857	12.6	12.9
MOUNTAIN AND PACIFIC (Total)	67.5	66.0	33,525	24,768	24.1	18.1	10,599	13,581	11.9	9.9
Idaho and Wyoming.	78.7	74.1	1,109	889	44.0	34.5	1,176	696	46.7	27.7
Montana.	74.7	68.7	1,048	841	26.5	21.1	916	970	23.1	24.3
Arizona and New Mexico.	77.2	80.5	854	910	10.0	12.5	1,400	1,185	16.4	16.2
Utah.	58.7	48.9	2,686	1,602	49.9	29.7	1,53	76	2.8	1.4
Colorado.	71.4	67.8	1,537	1,690	19.6	20.4	1,288	1,357	16.4	16.4
Washington.	71.2	69.9	2,904	3,066	20.8	22.0	4,538	5,045	32.6	36.2
Oregon.	70.7	71.6	525	563	9.9	11.0	817	514	15.4	10.0
California.	65.2	64.1	22,862	15,227	25.0	16.9	6,311	3,735	6.9	4.1
UNITED STATES (Total)	61.9	62.5	319,251	311,243	18.9	18.5	85,006	73,576	8.0	4.4

The figures for September have been revised; those for October are preliminary.

for the final day of October of 1934 was not reflected in Rhode Island, the New York metropolitan districts as a whole, New York State outside that district, Illinois, Michigan, Wisconsin, Minneapolis and St. Paul, Nebraska, Virginia, the Carolinas, Georgia-Florida, Alabama-Mississippi, Arkansas-Oklahoma, Idaho-Wyoming, Montana, Arizona and New Mexico, Colorado, Washington State, Oregon, and California, all of which reported advances. The greatest gains were 22.5 per cent in Virginia, 18.1 per cent in Washington State, and 13.2 per cent in Colorado. The sharpest declines were 21.0 per cent in Minnesota outside the Twin Cities, 20.2 per cent in Massachusetts, and 20.0 per cent in Delaware, Maryland and District of Columbia as a group.

The table which follows compares the provisional Oct. 31 occupancy percentages of 1935 (these being provisional) with those for the final day of October of 1934; and with those of the last day of October of 1929, which was the peak year:

	Occupancy— End of October		
	1929	1934	1935
Massachusetts-Vermont	54.3	64.7	44.5
Massachusetts	59.5	46.5	34.9
Connecticut-Rhode Island	49.9	56.6	
Conn.-Vt.-N. H.	82.1	59.8	62.2
Rhode Island	76.5	57.7	61.7
New York Met. Dist.	84.9	61.5	63.2
Brooklyn	80.4	65.0	65.9
Manhattan	29.5	14.1	
Nearby N. J. & other	80.9	56.1	67.7
Nearby New Jersey	82.0	38.6	35.9
All other	75.5	65.9	62.8
New York State	91.5	73.3	71.0
N. Y. State except Met. Dist.	82.7	55.5	54.9
New Jersey State	87.0	70.6	75.1
N. J. State except Met. Dist.	88.2	75.5	78.2
Pennsylvania	73.2	74.0	77.2
Ohio	92.0	59.0	61.3
Indiana			
Illinois			
Illinois except Chicago			
Chicago			
Michigan			
Wisconsin			

	Occupancy— End of October		
	1929	1934	1935
Minnesota	84.6	83.4	62.4
Minn. except Twin Cities	84.5	73.2	76.5
Minneapolis & St. Paul	73.1	49.0	46.6
Iowa	82.9	70.7	66.3
Missouri	82.5	80.3	76.2
Mo. except St. Louis	94.4	73.4	63.9
St. Louis	77.5	58.1	62.5
No. & So. Dakota	82.0	70.2	62.0
Nebraska	61.0	70.3	50.3
Kansas	71.1	55.9	81.4
Del.-Md.-D. of C.	84.4	80.9	
Virginia & West Virginia	68.4	63.8	70.6
Virginia	82.2	50.4	61.4
West Virginia	70.0	83.6	80.9
No. & So. Carolina	68.0	69.2	77.4
Georgia-Florida	58.0		
Kentucky-Tennessee	73.6	75.7	
Alabama-Mississippi	68.0	65.7	
Ark.-La.-Okla.	73.2	47.2	39.9
Arkansas-Oklahoma	93.8		
Louisiana	70.3	78.7	
Texas	66.3	74.7	
Ida.-Wyo.-Mont.	83.0		
Idaho-Wyoming	73.6	77.3	
Montana	67.1	58.7	
Ariz.-Utah-Nev.-N. M.	77.3	58.2	71.4
Arizona & New Mexico	80.2	53.1	71.2
Utah	70.7	68.2	70.7
Colorado	79.1	64.0	65.2
Washington	76.3	63.2	61.9
Oregon	1229	1090	1098
California			
Average U. S.			
Warehouses reporting			

Comparing the final-day-of-October percentages (provisional) with those as of the last day on September (as shown in the table on the opposite page), it is revealed that the decline of six-tenths of 1 per cent in the average for the entire country was not reflected in Massachusetts, Rhode Island, New York and New Jersey States outside the metropolitan district, Pennsylvania, Ohio, Chicago, Michigan, Wisconsin, Minneapolis and St. Paul, Missouri outside of St. Louis, the Dakotas, the Carolinas, Georgia-Florida, Kentucky-Tennessee, Alabama-Mississippi, Louisiana, Texas, Idaho-Wyoming, Montana, Utah, Colorado, Washington State, and California, in all of which were reported gains; and

in Iowa, which was unchanged. The sharpest advance was 11.1 per cent in North and South Dakota.

Tonnage

AS already pointed out, the percentage of volume reported as having entered storage this past October, out of total volume arriving, was provisionally smaller (by 3.3 per cent) than the percentage recorded for October of 1934.

Across eight years the October percentages (1935's being provisional) by divisions are as follows:

	Percentage Entering Storage—October							
	1928	1929	1930	1931	1932	1933	1934	1935
New Eng.	72.3	72.2	48.8	74.9	75.2	72.9	89.7	81.3
Mid.								
Atl.	76.4	88.4	89.4	87.3	85.4	91.0	91.0	86.6
E. No.								
Cent.	85.9	85.9	84.5	82.8	86.0	83.8	87.1	85.7
W. No.								
Cent.	72.8	80.7	80.2	77.2	68.3	78.7	77.7	73.8
So.								
Atl.	48.8	39.7	79.5	74.8	85.8	84.0	78.9	73.6
E. So.								
Cent.	76.2	65.9	65.0	65.9	60.4	75.0	63.4	65.4
W. So.								
Cent.	73.0	71.5	74.1	79.0	65.1	62.2	63.2	63.2
Mountain								
Atl.	68.4	67.7	68.3	65.1	72.0	66.0	61.3	59.5
Pacific								
Atl.	76.5	63.3	66.2	69.1	75.6	71.6	74.5	69.3
Country								
Eng.	73.5	79.4	78.0	79.0	79.5	81.7	82.3	79.0

Comparing this past October's provisional percentages with the final ones reported for September, it is seen that the decline of 1.9 per cent was not reflected in the East North Central, Mountain and Pacific sections.

By divisions the comparisons follow:

	Sept.	Oct.	Change
New England	85.7	81.3	-4.4
Middle Atlantic	89.8	86.6	-3.2
East North Central	85.4	85.7	0.3
West North Central	76.6	73.8	-2.8
South Atlantic	78.2	73.6	-4.6
East South Central	66.1	65.4	-0.7
West South Central	75.2	63.2	-12.0
Mountain	58.0	52.6	-5.4
Pacific	67.0	69.3	2.3
Entire country	80.9	79.0	-1.9
Warehouses reporting	942	941	...

The A.W.A. Convention at Atlantic City Will Be Reported in Our March Issue

Publication of this February **Distribution and Warehousing** was purposely delayed in order that we might present the highlights of the annual conventions of the National Furniture Warehousemen's Association at Hot Springs and the Mayflower Warehousemen's Association at Birmingham. They appear elsewhere.

The yearly gathering of the American Warehousemen's Association takes place at Atlantic City on Feb. 12-15. A comprehensive story will be offered in our March issue.

FROM THE LEGAL VIEWPOINT

By
LEO T. PARKER

Must Adhere to Statutes

WAREHOUSEMEN should be exceedingly careful that all details of the State laws are followed before selling at public auction stored goods on which charges are delinquent. Also, the fact that two laws relate to sale of different kinds of stored merchandise does not relieve the warehouseman from liability when he makes the sale under a law which is not applicable to the particular situation.

For example, in *Bell Storage Co. v. Harrison, Norfolk, Va.*, 180 S. E. 320, it was shown that a State law provides that a warehouseman may sell stored goods to recover unpaid charges fifteen days after first publication of advertisements, and notice by registered mail, required by the law. Another State statute provides that if the goods are of a perishable or hazardous nature the warehouseman may give reasonable notice to owner and, in event of failure by owner to pay charges and remove goods within time specified by the warehouseman, the latter may then sell the goods without advertising them.

Mrs. C. W. Harrison deposited, with a warehouseman, household goods and furnishings at a storage rate of \$8 a month, with certain charges thereon for handling; warehouseman issued and delivered to her a non-negotiable warehouse receipt. She failed to pay the charges and the warehouseman sent her a notice by registered mail, inclosing itemized statement of claims demanding payment within ten days, and stating that unless the charges were paid within this time the goods would be sold at auction. Mrs. Harrison did not respond to this notice; and the warehouseman, after advertising the goods for sale, sold them at public auction before expiration of fifteen days after the advertisement had appeared in newspapers.

Mrs. Harrison sued the warehouseman for alleged conversion. Defendant contended he had a

right to sell without any advertisement at all, as the goods were not perishable. Notwithstanding, the higher Court held the sale to be invalid, and said:

"It appears both from the pleadings and evidence in the case that the sale was invalid, and that the warehouse company having made an invalid sale of her goods has incurred an independent liability by placing itself in the position of wrongdoer. . . ."

Certificate Is Refused

RECENTLY a higher Court upheld a State's Public Service Commission's refusal to approve an application by a motor truck

Mr. Parker answers legal questions on warehousing, transfer and automotive affairs.

Send him your problems care of this magazine. There will be no charge for the service.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

transport company for a certificate to transport merchandise intrastate because the freight company had in the past disobeyed the Commission's orders and had persisted in handling intrastate freight.

In *Hubert v. Public Service Commission, Harrisburg, Pa.*, 180 Atl. 23, it was disclosed that the East Liverpool-Pittsburgh Motor Freight was engaged as a common carrier of freight in interstate service between points in Ohio and Pittsburgh; and in the interstate route the trucks passed through Industry, Midland and Smiths Ferry, all in Pennsylvania. As interstate common carriers the organization is not subject to the regulation by the P.S.C. and needed no certificate of public con-

venience authorizing the beginning or carrying on of the transportation of freight, etc., in interstate commerce. The company filed an application in which it sought the Commission's approval to operate motor vehicles in Pennsylvania in intrastate commerce, intending to use the same trucks for both purposes and make deliveries of freight in Industry, Midland and Smiths Ferry.

The Commission refused the application and stated that approval of the application was not necessary or proper for the service, accommodation or convenience of the public because the freight company had operated as intrastate common carriers of goods, freight, etc., in Pennsylvania without first having secured the approval of such operation by the Commission and in defiance of a number of "cease and desist" orders which had been entered by the Commission following complaints of the violation of the statute. In view of these facts the Commission held it was not necessary to decide whether service over the route should be authorized.

The freight company appealed to the higher Court on the contention that the Commission had no legal right to refuse to approve the application merely because it had in the past violated Commission orders. The higher Court approved the Commission's decision, and said:

"We have frequently held that we will not interfere with administrative rulings of the Commission unless they are clearly unreasonable or violative of law or show a flagrant abuse of discretion. . . . The Commission has a right in passing on such an application to consider the fitness of the applicant in the light of his past record."

State's Right to Tax Interstate Travel

VARIOUS Courts have held that road maintenance and repair of roads is part of the function of government. Consequently it is

one of the rights of a State to tax those who use the highways even though they may be engaged solely in interstate commerce, so long as the tax is reasonable, is levied for the purpose of constructing, repairing, maintaining, and supervising the highways, and no unjust discrimination is made. Knowledge of this established rule of law will save owners of trucks operated interstate expenses of litigating valid laws of this character.

In *State v. Goeson, Fargo, N. D.*, 262 N. W. 70, it was shown that a State law required interstate operators of trucks to pay a reasonable sum for every mile their trucks travel. The validity of the statute was contested on the grounds that it imposed an unreasonable burden on interstate transportation companies and that the law discriminates between firms engaged in interstate and intrastate transportation business. The Court held the law valid, saying:

"No one has a vested right to use the State highways as a place for his own business and private gain, and therefore the State may impose upon motor vehicles engaged exclusively in interstate commerce a charge as compensation for the use of its highways so long as such charge is a fair contribution to the cost of construction and maintenance of the roads and of the regulation of the traffic."

Care Required of Drivers

COURTS have consistently held that a person who is invited or permitted to ride in a motor vehicle is entitled to sue and recover damages from owner of vehicle, if latter negligently causes injury to such person. Also, driver of a truck has no right to assume that the road before him is open and to proceed ahead without regard to safety of those who may be therein. Whether it should be deemed negligence for driver to fail to slow down to avoid a collision depends on the circumstances of the particular case, and it is not easy to lay down a hard and fast rule. Generally, however, a driver going thirty miles an hour on a country road at night is guilty of negligence if he fails to slow down to a speed at which he can stop instantly when he becomes blinded by the headlights of an approaching automobile, or when a dark object such as a stalled automobile suddenly is visible in front, or if another vehicle unexpectedly appears from a side road; or when for any other reason common in driving an emergency arises.

In *Blakut v. McCahil, Livingston, La.*, 163 So. 195, it was shown

that a truck was left standing in the road without being guarded and without lights or any signal. Another vehicle collided with it, causing serious injuries to a person riding on front seat with driver. The injured person sued the owner of the truck.

During trial, evidence was introduced proving that the driver had been traveling forty miles an hour and could not slow down when he observed the stalled vehicle. The higher Court held the injured person entitled to a verdict, and said:

"We are therefore convinced that young McCahil [driver] was grossly negligent and in fact driving recklessly, and that his negligence was a proximate cause of the accident."

• • •

Law of Common Merchandise

WHILE it is well settled law that a warehouseman who stores general merchandise, household goods, etc., is obligated to deliver to owner the exact merchandise accepted for storage, this rule is not applicable to warehousemen who store such merchandise as wheat, beans, rye, etc.

In *Kvame v. Operative Co., McHenry County, N. D.*, 262 N. W. 242, a recent higher court laid down the law, as follows:

"The holders of warehouse receipts are owners in common of the grain in the warehouse up to the quantity required to redeem such receipts, and the warehouseman may ship out and sell any quantity from the common mass in excess of that required to redeem outstanding receipts, but, if he ships and sells any of the mass above such excess, he and the buyer thereof are guilty of conversion to that extent."

• • •

Denied the Right to Exchange Freight

IT is well established law that if there is adequate rail and authorized truck service over a route a Public Service Commission will not grant a certificate to another transit company to operate over this route, although exchange of freight between two different transit or trucking companies is involved.

In *Motor Freight Express v. Public Service Commission, Harrisburg, Pa.*, 177 Atl. 493, it was shown that Hall's Motor Transit Co., Inc., had for some years been a certificated operator of trucks for transportation of specified classes of freight over routes running

from Williamsport to York. It has been accepting shipments at various points on its routes and destined to points located upon the routes of the Motor Freight Express. The latter had also been accepting shipments to points upon the routes of the Hall company. This interchange had never been formally approved by the Commission.

After a hearing the Commission ordered the two companies to discontinue this exchange, on the ground that "there is adequate rail and authorized truck service available for most of the shipments involved. The Commission cannot find that approval of this application is necessary for the service, accommodation or convenience of the public. . . ."

The higher Court upheld the Commission's order.

• • •

Accepting Goods for Storage

LEGAL EDITOR, *Distribution and Warehousing*: One evening after closing hour a man named Smith, who owns a motor truck, called us stating he had hauled a load of merchandise from Denver to Kansas City for the X truck line. He had unloaded part of the load, but said he had been unable to secure payment for his services and wished to put the balance of the load in our warehouse with the understanding that we would deliver the goods to the X truck line only on receipt of \$36, which he stated was his contract agreement with the truck line, plus \$3.52 for delivery charge to our warehouse.

We accepted the merchandise and later delivered to the X truck line, collecting from them the above amounts together with a charge for the services we performed on the merchandise.

The transaction was thus closed, but we would like to know whether we were within our rights in accepting the merchandise from Smith and storing in his name. The truck line claims the title did not rest in Smith, and that we were placing ourselves liable by accepting the goods without questioning the ownership. They wanted to know, if we were correct in our position, what would protect them from any of their employees at any time placing goods in storage with the warehouse fraudulently when they had no claim or title whatsoever to the goods in question.

Please explain fully any liability we might have assumed.—*Central Storage Company.*

Answer: Many different times the Courts have been called upon

to solve similar controversies. Generally speaking, at any time a warehouseman takes goods without proper and legal authority, or consent, of the owner thereof, such warehouseman cannot recover his charges, although it has been contended that according to the laws in some States, as legally interpreted, a warehouseman is entitled to first lien on all goods placed in storage as a result of consent, authority, or negligence of the owner, or where during a legal procedure a Court authorizes the warehouseman to accept the goods for storage.

However, in your case the answer depends on the legal relations between Smith and the owner of the merchandise. In other words, if Smith acted as a general agent or representative of the owner, then you could not be liable, nor fail to collect your charges, irrespective of the ultimate result of your accepting the goods for storage, unless of course your negligence resulted in the loss or damage to the goods.

On the other hand, if Smith was merely a special agent authorized to deliver the goods for the X truck line, and the truckman acted outside the scope of his authority, as an agent, then the legal situation presented is similar to your accepting goods without knowledge, consent or authority of the owner.

In cases of this nature, in order that you protect yourself against losses, you should, before accepting goods for storage, ascertain that the truckman as representative of the owner has authority, or you should obtain consent or an order from the owner authorizing you to accept the merchandise.

Of course if the goods are in a peculiar situation, as where you must accept them to avoid loss or damage to the goods, as in case of flood, fire, or the like, then you can take the goods for storage, without authority or knowledge of the owner, and if the owner refuses to pay your charges you may sue and collect the amount due.

LEGAL EDITOR, Distribution and Warehousing: Although our company has specialized in strictly merchandise storage for a great many years, even to the point of refusing lots of household goods tendered for storage, we have felt compelled to change this policy in the past year or so due to a general decline in merchandise volume. While we are still not making any special attempt to obtain household goods business, we have made quotations in response to inquiries and received quite a number of accounts, particularly in the past few months. The following points have bothered us in this connection:

When we do not know who owns goods, stored by a married couple, is a decision to place the goods in the name of husband and wife, and insist that each of them authorize deliveries, a wise one? Are we sufficiently protected if we make delivery to any bearer of the original non-negotiable warehouse receipt, if ordered to do so by the owner, or is this change in the character of the non-negotiable warehouse receipt effective? Also, are we obliged to negotiate with a customer who appears to be so intoxicated as to be beyond the point of sound reasoning, or what is the general rule with reference to dealings with persons who are intoxicated?—*Security Storage & Commission Company.*

Answer: It is wise that you insist that both husband and wife authorize delivery of stored merchandise, particularly if you are not certain who owns the goods. It is customary for warehouseman to deliver stored goods to any one who possesses a non-negotiable receipt providing the owner of the receipt has authorized the holder or bearer to act as his agent in accepting delivery of the merchandise. In other words, the holder of a non-negotiable receipt is not required personally to present it, as he may authorize another person to act as his legal agent.

Whether you are compelled to transact business with an intoxicated person depends on the state of intoxication. The Courts have held that a person who is so totally intoxicated as to be temporarily of unsound mind cannot be held liable on the contract. Of course, if you have a customer sign your legal document or contract, he may invalidate the signature only if he is able to introduce convincing proof and testimony that he was mentally unfit to make a contract at the time he affixed his signature.

One important point of the law, with respect to accepting goods for storage from either husband or wife, is that whether or not the state of intoxication enters into it, you must be certain who is the legal owner before making delivery. Moreover you are expected by law to exercise care to protect merchandise under all circumstances, which of course, include your provision of adequate fire protection, employment of a night watchman, honesty of employees, and the like. Also, if an unusual condition arises, as where a Court authorizes sale of goods to satisfy a debt lien, or during a garnishee proceeding, you must make an honest effort to notify owner of such unusual circumstance by which the security of the goods is jeopardized. If you fail to do so and the owner could have saved them from loss or sale had he received the infor-

mation, then you are liable for conversion.

Selling Goods for Charges

LEGAL EDITOR, Distribution and Warehousing: We have a sideboard stored under the name of John Doe. He has passed away and his widow states he left no estate. Therefore there will be no executor appointed and apparently she has no interest in the sideboard. Under our laws, it will be necessary for us to sell the sideboard at public auction in order to dispose of it and clean up our account.

Our question is: if we send the usual registered notice and publish two weeks in the local paper the sale of this sideboard, does this fully protect us against any claim by the widow or John Doe's relatives if he has any?—*Metropolitan Storage Warehouse Company.*

Answer: Generally speaking, before disposing of stored goods which belonged to a deceased person, it is necessary that the administrator or executor of the estate shall be notified of the intended sale. If no administrator or executor has been appointed then it is advisable to appear before the Court to receive its instructions as to disposal of stored articles.

However, as evidently sideboard has become property of deceased's widow, you may protect yourself against further suit by obtaining written consent from widow to sell sideboard, particularly for the reason that deceased did not leave a will.

LEGAL EDITOR, Distribution and Warehousing: Several months ago a driver of a large long distance moving company requested us to accept a van load of household goods for storage. Later, we were told, the owner of the goods could not present cash for payment of moving charges, and the driver would not deliver the goods.

These goods were placed in our warehouse under the name of the moving company. Since that time we have, each month, billed the moving company for storage but have received no payments.

We have held these goods longer than the time required according to the warehouse laws of Connecticut, and we wish to know whether we can lawfully sell them at auction by serving registered mail notice upon the moving company, inserting the usual advertisement in the newspapers.—*George E. Dewey & Co.*

Answer: You are confronted with an unusual situation. If the

moving company acted as agent for the owner when it placed the goods in your warehouse, you have a legal right to sell them for the storage charges, but according to the laws of your State you must send notification to the last known address of the owner and also advertise the sale as usual in the printed publications. However, it seems that you do not have any information regarding the owner. Moreover, you do not know whether the moving company acted as agent for the owner in storing the goods.

Therefore, to avoid liability for conversion, and as you cannot sell the goods strictly in accordance with provisions of the laws of your State, it is my opinion you should compel the moving company to settle with you. The moving company and the owner of the goods should settle their own account separately, it being apparent that the owner owes the moving company for the moving charges plus any and all expenses incurred, including your charges. If you do not desire to proceed in this manner, then you should locate the owner and make arrangements with him for disposal. However, if you accepted the goods from the moving company without authority or knowledge of the owner, it is certain that the moving company owes you for any charges due.

Storage Garments for Warehouse Employees

LEGAL EDITOR, Distribution and Warehousing: We store fur coats for which we charge certain rates. As might be expected, we store furs for our employees gratuitously. Customers' garments are insured by us but not employees' garments. Of course the insurance company would not be liable and in their letter written us in response to our inquiry they comment: "I think we all realize that when a favor of this kind is done there naturally is no liability."

While we do not anticipate any difficulty even in the event of loss, we would appreciate your opinion as to whether we could be held liable. We minimize the chances by having employees bring in and take away their own garments—we do not pick up and deliver them as we do customers'. We do not issue any sort of a receipt for employees' garments although we do issue carefully prepared receipts to customers.—*William H. Schaefer & Sons, Inc.*

Answer: Irrespective of the manner in which you handle the garments and accounts of your employees, and although you do not issue receipts to them, you are

liable for loss of or damage to these garments, as a gratuitous bailee. In other words, you are liable if such loss or damage results from your gross negligence. However, you are not required by the law to use ordinary care to safeguard the property which you store gratuitously. It is only when through gross negligence. For illustration, you may be standing near a garment and observe a lighted cigarette lying on it and you do not take a few steps and remove the cigarette; then you could be held liable.

Compensation for Injury and Death

VARIOUS Courts have held that an injury which is developed from constant and continued labor, no matter how heavy or arduous it may be, is not covered by the Workmen's Compensation Law unless such law specifically provides for payment of compensation for diseases. However, any injury resulting from an accident is compensable.

In *Cavanaugh v. Industrial Commission*, Cleveland, 194 N. E. 602, it was disclosed that while a workman was employed by a warehouse company as a laborer he attempted to catch a heavy bag which had slipped from his hands, and sustained an injury to his back. He filed a claim for compensation under the State Compensation Laws. It was contended that the employee was not entitled to receive payment of compensation because the injury was not merely accidental but was caused by heavy work over a long period.

The higher Court indicated the employee was entitled to a recovery, and said:

"The Workmen's Compensation Law was intended to offer insurance to workmen who are injured by accidental means while at work. . . . A strain of the muscles of the back, caused by lifting heavy weights in the course of business, is injury by accident. . . ."

Recently the higher Courts have held on several occasions that a person insured against accidents is entitled to payments of compensation for an injury or death resulting from an organic weakness.

In *Bernstein Furniture Co. v. Kelly*, Jersey City, 177 Atl. 554, it was shown that a warehouseman held an insurance policy for his employees under State Compensation Laws; it authorized payments

for injuries and death resulting from "accidents."

An employee carried heavy furniture from a motor truck up three flights of stairs, and fell dead. His dependents filed a claim for compensation.

The proof was undisputed that the employee was afflicted with a chronic heart condition and that for some time prior to his death he was engaged in the heavy work of moving, lifting, and delivering furniture in his employer's warehouse. Notwithstanding this testimony the higher Court held the dependents entitled to payment, on the ground that death resulted from an accident. This Court said:

"There certainly is no proof in this case that the decedent looked for, expected, or designed the act which resulted in his death. On the contrary, the natural inference of the proofs is that it was an unlooked-for mishap, an untoward accident not expected and surely not designed."

Law of Joint Conversion

VARIOUS Courts have held that a joint conversion is a single concerted act by several persons, or the result of acts by several persons, which, although separately committed, all tend to the same end. All persons engaged in a conversion are liable as principals.

In *Latimer v. Stubbs*, Union, Miss., 159 So. 857, it was shown that a warehouseman held in his possession, awaiting delivery to owner, several warehouse receipts. A man wrongfully and unlawfully obtained possession of the receipts; he sold them to a man named Latimer, who sold them to Cook & Co. The latter presented the receipts to the warehouseman and received delivery of the merchandise. Later the warehouseman discovered that the receipts had been wrongfully obtained in the first instance, and sued Latimer and Cook & Co. for joint conversion.

In holding both Latimer and Cook & Co. liable, this Court said:

"Latimer is also liable for the conversion although it was actually received by Cook & Co. By buying and receiving the receipts and selling to Cook & Co., and delivering to them the receipts, Latimer became one of the links of the chain of events which deprived the company [warehouse] of the possession. . . ."

RAILWAY EXPRESS "LOCAL" AND ITS EFFECT

H. A. HARING

tells how Agency's expansion of pick-up may upset one source of merchandise storage operator's present income

IT has become commonplace for business men to remark that their competition is of two kinds; within their own industry from concerns making the same product or offering a similar service; and from concerns with something to sell which will displace or substitute for what is now bought.

Competition of the first sort—within the industry for similar goods—is simple to follow. The facts are known all the time. Salesmen pick up the faintest hint of changes in product or in price and their reports put everyone on notice for new developments.

Competition of the second type—of substitute goods or services—often breaks upon a whole industry without warning. The usual trade channels are deaf to rumblings of something new, because it originates from without. And quite often, this outside competition does not aim deliberately at the injured industry: it merely goes out to develop volume for itself without a care or a worry about who will be hurt. In fighting for a share of the consumer's dollar it offers something more attractive, or with greater value, than the customary purchases.

Our warehousing, along with other industries, knows the toll of such outside competition. The flood of unoccupied space has everywhere initiated fierce competition. Port development schemes, railway terminals with their air rights, truckers who have branched out as storages—and others—have swelled the available facilities. The trucks have robbed warehouses of pool car distribution and outgoing rail shipments. The railroads with the new pick-up and delivery of freight have gnawed into warehouse revenues; even the improved

railroad service has brought losses, because deliveries are so much quicker and more dependable than ever before. And finally the business doctrines of "controlled inventories" and better "stock turnover" have greatly reduced the quantity of goods in store.

Another source of outside competition now threatens.

In one sense it has always existed as a possibility, because the service has been available for ten or twelve years; but not until the latter months of 1934 was there any real threat. During 1935 this outside competitor learned something of the potential volume to be had, and if they should decide to advertise for business, the public warehouses will feel the results immediately.

We refer to the "local delivery service" of the Railway Express Agency.

Reasons

FOLLOWING the War, with its Government control over the carriers, the four or five express companies went through a series of consolidations. The outcome was a single operating concern, owned by the railroads under a set-up whereby each railroad acquired a percentage of the capital stock corresponding to its percentage of express volume and with an intricate procedure for dividing future business in a given ratio among the railroads. The Agency is, in effect, a gigantic pool of the express business, legalized and protected by the law.

Just before the War our parcels post system was inaugurated. It has deprived the express companies of a volume of business beyond calculation: their earnings have de-

clined ever since that time, despite a dozen consolidations and many cost-saving devices. Recently, however, their management has perked up as it examines the profitable extension of the railroads' freight service through the motor truck. For, in common with the freight revenue of the carriers, the express company has lost volume to the independent truckers who inch into the most lucrative business and leave to the express company the less desirable. The motor truck, in other words, has followed on the heels of the parcel post to injure the Railway Express Agency.

The Agency is searching about for some volume to replace the loss. And, patterning after the pick-up and delivery for freight, the Agency now is contemplating an extension of its local delivery service within the cities. The Railway Express owns the facilities: it has trucks, a trained organization, ample station and transfer house capacity, well located and well-known offices, a familiar name and, by no means of small value, it possesses a fine reputation for reliability.

Handicaps

OVER against these advantages are handicaps which have greatly retarded development of local deliveries in the past and which may save the warehousing industry. That is to say, the handicaps may effectually prevent the new competition from ever becoming a dangerous rival.

First of all, the Railway Express Agency is not aggressive. Ever since establishment of the first "express companies" their monopoly was so near 100 per cent that they knew nothing about selling their service. Indeed, as older readers

DELIVERY SERVICE" ON PUBLIC WAREHOUSING

will recall, it was the arrogance and arbitrary practices of these companies that aroused our people in 1910-13 to demand the parcels post system from Congress. Even today, their monopoly is complete. If a person wishes to ship by express he has but one place to go. Either he accepts their rates and rules or he does not ship. True those rates are now reasonable, owing to regulation, but the final effect is that of monopoly: the Agency has no problem of "selling" or making popular its service. It is about as impersonal as the postal service.

It is unwieldy—unable to see its business as the patron sees it. Its local representatives, even its force of solicitors, are shackled by the consciousness of monopoly.

To "put over" a new service will require much new blood within the organization and a deal of new thinking. To do this may be so wide a departure from their non-aggressive methods that it will never happen.

One is reminded of what Federal Coordinator Eastman told the regional coordinating committees of railroad executives last August when he urged upon them "the importance of better educated and more efficient personnel" in their freight traffic departments. He stressed also the dire need of more advertising to make known the freight service to the public. He reminded them they had lost the patronage of small shippers and that the unwieldy solicitation procedure was costing the railroads \$12 for each carload of freight from small shippers. "Additional advertising," he declared, "would be more effective in reaching the transient and small shipper than present methods of direct solicitation." Saddest of all his findings was this one: "A personnel study of freight solicitors shows that the average employee has gone no fur-

ther than tenth grade in public school."

This condition is indeed a heavy handicap. The personnel of the Express Agency is poorly equipped to venture new things, especially because to expand the local express company service will require much "education" of the public, which means advertising and a new manner of direct solicitation. To do this will require deep changes within the Agency itself.

The service, available for some years past, is unknown to the business world. Many important shippers have never heard of it.

Aside from that fundamental handicap is the fact that the motor cars, especially the passenger car, have given every household and business concern a "delivery" vehicle. At the curb stands an invitation to every man to deliver small parcels for himself. No one will deny that the passenger car has decimated "local deliveries" of every description, for any lot which can be squeezed inside of a car or tied behind or before.

The Express Agency can no more alter this than the warehouseman or the local "delivery system."

Its new business, for these reasons, must supplement the private motor car. That is, the possible volume must lie where the private car fails.

Anyone will deliver for himself an occasional package. If it becomes a regular thing, the case is different. Some outside agency then is "hired" for the task. A small business will make deliveries of small parcels in a passenger automobile. It may be able to escape the State's license as a "commercial vehicle," although a complaint will disillusion anyone who tries to "get away with it" too long. But, at best, business deliveries are apt to congest within a few hours at the end of the day; if scattered over a wide area, they necessitate long

mileages and run up the cost. Very shortly, even the small business concern either must buy trucks and organize a delivery department or it is forced to "hire out" the work.

There exists, in this manner, a real need for local deliveries over and beyond what privately owned trucks and cars can perform. For tiny parcels the Western Union with its messenger service serves many. For larger packages, the field is wide open.

The privately owned motor car is thus a hindrance to the development of local delivery services. Many can do for themselves, particularly with the occasional and the small delivery. Any agency, breaking into the field of local deliveries, must learn how to tune its advertising and its soliciting so as to corral the volume lying just beyond the private automobile's reach.

There will be, of course, the problem of cost.

Just so soon as private delivery begins to cost more than "agency," the private effort will disappear. On the streets of our cities the "push boy" trundling some form of cart is most efficient within a short radius and during fair weather. The boy on bicycle covers a wider zone, but is limited to small bulks and light weights. The taxicab fills the next gap, for any city where rates are low, but its cost quickly becomes prohibitive for all ordinary commodities.

Local rates, then, face rather definite limits.

The minimum rate published by the Railway Express Agency seems to be about 25c. Few packages are tendered to the Express Agency under a weight of 10 pounds and for delivery in a closer distance than half a mile, because either a boy on the street (cart or bicycle) or a messenger will make delivery for about the same price. For packages between about 10 pounds and 50 the express service becomes most

attractive to the customer. Within this range, for a charge of 25-35c., delivery may be had to any point within city limits (or other established delivery limits).

For a single package, or a single occasional delivery, this rate may be waived aside and the patron do for himself. But the moment he has regular deliveries to make, or half a dozen a day, he begins to measure the payroll expense for the "boy" and, in due time, an accident occurs or a "mis-delivery," and then the problem is faced on its merits.

Warehousing, N.B.!

A SOURCE of revenue to the public warehouse is local delivery from store or from pool car.

Should it happen that the Express Agency does advertise its local deliveries, and if they supplement the advertising with real solicitation among large shippers, there is a threat that the warehouses may lose this revenue. Or, to retain it, they must meet the rates, which are, I am told both in New York and Chicago, appreciably lower than going rates of the warehouses.

For those two cities—and as a rule for others—the Railway Express Agency now publishes this tariff of rates.

Local Express Rates Within City	
Weight	Charge Cents
25 lbs. and under.....	25
Over 25 lbs. and not over 50 lbs....	35
Over 50 lbs. and not over 75 lbs....	45
Over 75 lbs. and not over 100 lbs....	50
Over 100 lbs. at ½ cent per pound.	

Special deliveries—50 cents per shipment additional.

Aggregating: Two or more packages forwarded to one consignee on one receipt will be charged for on the aggregate weight. When such shipment averages less than ten pounds per package, charges will be assessed on basis of ten pounds for each package.

These charges will not apply on shipments to or from freight stations and steamship piers. For rates, see Official Tariff.

There is a limitation of value to \$50, with the usual 10c. fee for each \$100 of excess valuation.

These "Local Deliveries" ordinarily apply "between any two addresses within the corporate limits of the city." Such is the rule at Chicago. In New York, however, a tempting zone is offered in the tariff, which applies to any two addresses "Within and Between the Local Area in New York and New Jersey as follows": and then are listed some destinations in the New York metropolitan area and on Long Island.

And, to meet competition by the Post Office Department and a few trade customs, even lower rates are provided for some commodities. Thus advertising matter gets a special rate (but with a minimum of 25c.), and the same applies to carpet samples, cloth and textile samples, oil cloth and linoleum samples, wallpaper samples and sample books. A "special small package" rate is also in the tariff for parcels under 10 pounds offered in lots of 25 packages and more—3 to 4c. a pound, according to number offered, and a minimum of 15c. per package.

The principal "exceptions" apply to corpses, money and securities, hats and millinery. Hats and millinery are not refused but they are charged "two times the rates" for other goods.

For collecting and remitting the proceeds of C.O.D. shipments the usual tariff rates are also reduced for these "local deliveries," with a minimum of 10 cents (except in New York City, where it is 15c.). A flat C.O.D. rate of ½ of 1 per cent is in effect for the ordinary city.

A Threat to Profits

AS already indicated, these rates and this local service have been available for some years. They have never been pushed by the Ex-

press Agency and never made known to the public in any effective manner.

They may never be "sold" more aggressively than in the past. If the Agency does thus neglect its opportunity, no threat to warehousing hangs over the industry. For, left to themselves and merely printed in the tariffs, neither the rates nor the services will ever attract much attention, because the rates are issued in special tariffs which, odd to say, have usually come out in mimeographed sheets rather than printed circulars!

Recently, in Chicago, a traffic manager telephoned to the Railway Express Agency's office for a copy of the tariff. He was shunted from one 'phone to another and from each was informed "I don't know of such a thing." Within a few days he went into the main office and was passed from one desk to another four times before he found a fifth man who "remembered" the service and dug out the tariff in mimeographed form.

Another, in Cincinnati, on three occasions asked for the local tariff and to this day he does not know whether one is in effect. From another source I learn it is. But one is forced to conclude that few Cincinnati residents use it (if any at all).

Therefore, on condition that the Express Agency continues as it has gone, no threat exists.

Should the Agency, however, begin to advertise the local service, as some of their high officers favor doing, the threat would emerge as a real menace to warehousing. The Agency has so many obvious advantages that an aggressive "selling" of this service would cripple the profits of every other local delivery service.

The possibility of development will surely bear watching by warehousemen.

Federal Trade Commission Seeks Broader Powers

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU.
1223 National Press Building

"FISHING expeditions" into the business operations of warehousing companies would be permitted under bills which have been presented to Congress in line with the Federal Trade Commission's move for greatly expanded jurisdiction. Trucking companies would be beyond the pale of FTC searches through a provision to exempt common carriers.

The Commission is now restrict-

ed to investigation and proceedings against concerns when complaint is made that they are engaged in practices which have the capacity to injure a competitor. Under the new bills it would be permitted to proceed upon its own initiative in any case where it has reason to believe that "unfair or deceptive acts and practices in commerce" are being employed. No element of competitive unfairness is required.

Senator Wheeler, chairman of the Senate committee on interstate and foreign commerce, and Repre-

sentative Sam Rayburn, who heads the corresponding committee in the House, are the sponsors of the bills. The latter are identical and were inspired by the Commission, it is admitted.

The important changes suggested take the form of amendments to Section 5 of the Act setting up the Commission. They state:

"That unfair methods of competition in commerce, and unfair or deceptive acts and practices in com-

(Concluded on page 40)

Census Bureau Survey of Warehousing and Trucking to Develop Broad Picture

A MORE comprehensive picture of the warehousing and trucking industries than has ever before been possible will result from the survey launched by the Department of Commerce in connection with the 1935 census of business. (Announcement of this inquiry appeared in last month's *Distribution and Warehousing*.)

Data will be gathered which will permit a breakdown to show operations in the several types of warehousing trades, and in the joint warehousing-trucking business.

Questionnaires were being distributed in January. Warehousemen and truckers have the personal assurance of Secretary of Commerce Roper that none of the information they disclose will be revealed to competitors, or to anyone other than sworn employees of his Department.

Warehousemen are asked to make separate reports for each warehouse, but if two or more are located in one city they are permitted to report them collectively. The form of organization—individual proprietorship, partnership, corporation, or other set-up—is asked for the records. Each operator is requested to indicate the type of his business—household goods, general merchandise, farm products, cold storage, etc.

Truckers are asked to place themselves in one or more of the following categories: local, operating within one State but beyond home city and surrounding area; interstate, operating between two or more States but beyond home city and surrounding area. Listing of other business interests is requested.

Truckers are asked to indicate also the most important class of operation, from the standpoint of 1935 revenues, among the following: operating under agreements with shippers over a definite period of time; accepting shipments from the public; on substantially regular routes and schedules; other classes of operation.

Statistics on revenue are expected in response to the following inquiries: total receipts from warehousing or storage operations; total receipts from trucking and cartage for hire, showing those from local operations, from intrastate operations, and from interstate operations; total receipts from freight terminal operations; total receipts from transportation of passengers; other operating revenues, specifying sources.

Operating expenses will be gleaned from the answers to these

inquiries: total pay roll, 1935, for full-time and part-time employees (salaries, wages, bonuses, and commissions after all deductions—not including proprietor's or partner's compensation, but including that of officers of corporation); other operating expenses (supplies, depreciation, insurance, overhead, and all other operating expenses except payroll); how much of the total payroll went to part-time employees; what was the total depreciation.

For proprietors and firm members (not including corporations), the following inquiries were drawn: total number of proprietors and firm members; number of active proprietors and firm members devoting major portion of their time to the business; number of members of families of proprietors or firm members who are regularly working full-time or part-time, in the business, but to whom no stated salary is paid; number 18 years of age or over; number under 18 years of age.

Compensation for the week ended Oct. 26, 1935 (selected as a typical week), is asked in the following classes: executives and salaried corporation officers; office

and clerical employees; warehousing and platform employees; transportation crews, drivers, helpers, etc.; employees engaged in maintaining and serving trucks, refrigeration, etc.; all other employees; number of male and of female employees.

The number of persons on payroll, full-time and part-time workers, on 15th day of each month, but not their salaries and wages, is asked under another heading.

Types, weights and ages of trucking equipment, including semi-trailers and trailers, are to be entered on the questionnaire, as are tractors, vehicles owned and those not owned by the reporting firm, and other vehicles operated for hire.

Concerns which carry on at more than one address are asked to list the addresses and the types of unit—garage, terminal, repair shop, branch office, etc.—operated at each address, showing payrolls at each.

Several months will be spent in distributing and collecting the questionnaires. After that has been accomplished, statisticians will begin the work of collating data here.

—James J. Butler.

New York Free Zone Is Granted by Government

(Concluded from page 6)
society. Jay Weil, president of the Douglas Public Service Corporation, New Orleans, and chairman of A.W.A. bonded warehouse committee, also appeared in behalf of those groups.

Mr. Cricher and Mr. Weil cited the fact that occupancy of warehouses now averaged about 50 per cent, according to Government statistics, and they argued from that fact that there was an oversupply of storage space at present. Also put in evidence was the expressed attitude of Coordinator Joseph B. Eastman, opposing construction of new terminal facilities at this time.

The decision by the Foreign Trade Zone Board—Secretary Roper of Commerce, Secretary of War Dern, and Treasury Secretary Morgenthau—somewhat relieves apprehension in New Jersey. Jersey City had completed the preliminaries for an application, but it is the declared policy of the Government to avoid competition between two or more free ports in the same harbor. If this policy is adhered to, it will mean final defeat of Jersey City's plan.

The Board's approval followed a favorable report from the committee of alternates which has had the project under study for several months. Late in January there appeared to be strong likelihood that Stapleton might lose the distinction

of having the first free port in the United States, when strong political influences petitioned that the application be shelved until Jersey City's proposals might be considered. Joined in this petition were such powerful political figures as Mayor Frank Hague of Jersey City, U. S. Senator A. Harry Moore, and Representative Mary T. Norton of Jersey City.

The financing plan has not been decided upon, but it was assured there will be no Federal funds. Construction of this facility is not regarded an emergency or work-relief undertaking. The idea has its inception in bills that have been pending before Congress for twenty years, one of which, the Celler Bill, passed at the last session of Congress.

A free port, the Board explains, is for promotion of foreign trade and is not a means by which merchandise may come into the United States without exaction of regular tariff duty. The Stapleton facility will embrace a space covered by seven piers and it will be barricaded to prevent any imports from entering commercial channels without paying duty. Articles intended for reexport are entered and warehoused for the purpose of being processed or intermingled with other imported or domestic goods, for shipment abroad.

—James J. Butler.

MOTOR TRANSPORT

I. C. C. Permits Railroads' Pick-Up Schedules Formal Inquiry May Be Instituted

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1223 National Press Building

BY a six-to-four decision the Interstate Commerce Commission voted against the suspension of the railroad pick-up and delivery service, which has been the source of protests by the trucking industry.

The tariffs allow for free pick-up and delivery in a service area one-third the size of the United States, and allow for a rebate to the shipper of 5 cents per 100 pounds if he performed this service for himself. The rates went into effect on Jan. 20.

As a commissioner, Joseph Eastman, Coordinator of Transportation, voted against retention of the rates, along with Commissioners Lee, Porter and Caskie. Commissioners Meyer, Mahaffie, Miller, McManamy, Aitchinson and Splawn voted for retention.

American Trucking Associations, Inc., which protested the rates, stated in its petition that there should be an investigation of "the first major proposal involving a service contemplating joint participation of rail and truck carriers since the Motor Carrier Act of 1935 became a law."

The Commission's decision was announced on Jan. 18. The ATA indicated that it will file another complaint against the move of the ICC, which will entail an investigation.

In considering the problem of pick-up and delivery rates, the ICC departed from its ordinary practice when its entire membership voted. In its petition the ATA had requested that only the suspension board and the motor carrier division hand down the decision.

Following the filing of the ATA protest the rail carriers telegraphed the ICC stating that their schedules for this service had been worked out "after mature consideration and deliberation" and represent the "considered judgment of the managements as to what must be done by the railroads to partici-

pate in the traffic dealt with in the schedules." In the judgment of the railroads, the schedules will produce a gain in net revenue for them and will afford the shipper a service long demanded.

Railroad store-door service will witness an important extension into the field of competition with all-truck lines, April 1, when it will expand its pick-up and delivery operation to cover all points on the Pennsylvania Railroad.

The Pennsylvania now furnishes store-door service on L.C.L. freight for distances of not more than 260 miles. The free service, after April 1, will extend to all points without limitation as to distance. The company has also offered to negotiate

agreements with other railroads serving the same territory, by which the same highway transportation may be afforded shippers on all lines jointly, at station-to-station rates.

Store-door delivery under the Pennsylvania system does not now stop at the 260 mile limit, but there is an additional charge after that limit is reached. These additional charges disappear under the new tariff.

The extent to which railroads plan to broaden store-door delivery services is indicated by applications now pending before the I.C.C. as received from rail carriers in virtually all parts of the country.

—Edwin Hartrich.

Warehouse Executives Are On Interstate Carrier Steering Committee Created by A.T.A.

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1223 National Press Building.

WILLIAM E. HUMPHREYS of Washington, D. C., has been appointed chairman of the national steering committee for the Interstate Carriers Conference Group of American Trucking Associations, Inc.

Mr. Humphreys, who is president of Jacobs Transfer Co., Inc., is chairman of the conference group, and takes on the additional duties of committee chairman at the request of President Ted V. Rodgers of ATA. H. D. Horton, Charlotte, N. C., vice-chairman of the conference group, has accepted the vice-chairmanship of the steering committee.

The country has been divided into twelve geographical sections for committee operation and each has been given a sub-committee. The duties of the appointees are outlined in a letter sent to each by Chairman Humphreys, an excerpt from which follows:

"Our first job, as I see it, is to

contact the members of the industry in the respective regions and see that all applications for their operations are in Washington as quickly as possible so that their rights under the law are protected. No efforts should be spared to see that this is done, for both small and large operators.

"Next is the matter of filing rate tariffs and schedules. This should have your whole-hearted support through the properly constituted tariff bureaus. Too much care cannot be exercised to see that no racketeering is permitted and that all operators receive a square deal. I would suggest you take a very active part in this connection, as well as in the associations in your region."

Region 1 comprises New England, and its committee members include Percy F. Arnold, president Cole Teaming Warehouse Co., Providence.

Region 2 takes in New York, New Jersey and Pennsylvania.

Region 3 is Delaware, District of

TATION

Department Conducted by
F. Eugene Spooner

Columbia, Maryland and West Virginia, and the committee includes Joseph Davidson, president Davidson Transfer & Storage Co., Baltimore.

Alabama, Florida, Georgia and Mississippi are Region 4; Kentucky, the Carolinas, Tennessee and Virginia, Region 5; and Illinois, Indiana, Michigan and Ohio, Region 6.

Region 7 is Arkansas, Louisiana, Oklahoma and Texas, and the committee includes Fisher G. Dorsey, president Patrick Transfer & Storage Co., Houston.

Region 8, Iowa, Kansas, Nebraska and Missouri, has among its committee members D. S. Adams, president Adams Transfer & Storage Company, Kansas City,

and president of the merchandise division of the American Warehousemen's Association.

Region 9 is Minnesota, the Dakotas and Wisconsin; Region 10, Colorado, New Mexico and Wyoming; Region 11, Idaho, Montana, Washington, Oregon and Utah; and Region 12, Arizona, California and Nevada.

—James J. Butler.

New Fruehauf Trailer Saves Weight

DESIGNED especially for warehouse operation, the new Fruehauf light weight van trailer herewith illustrated is built under a new principle.

Instead of chassis and body being separate units, which join together, they are one unit. By building them as such it is possible to lighten chassis frame and to allow body frame to take more of the strain. Engineering special construction for this one job means that this change can be made without lessening the strength.

This new type shows a saving in dead weight of from 1,400 to 1,700 pounds on the various size models.

A further saving in weight is

Capacity Cu. Ft.	Saving in Weight Lbs.
1,000	1,725
1,200	1,375
1,400	1,425

effected by using 5/7-inch Phemaloid flooring, instead of 1 1/2-inch yellow pine as standard heretofore. Side panels are of lightweight 24-gauge sheet steel. Roof is metal Pullman type.

De luxe appearance is maintained through the use of an oval front and rounded rear corners. A side door which provides access to front part of load is standard equipment.

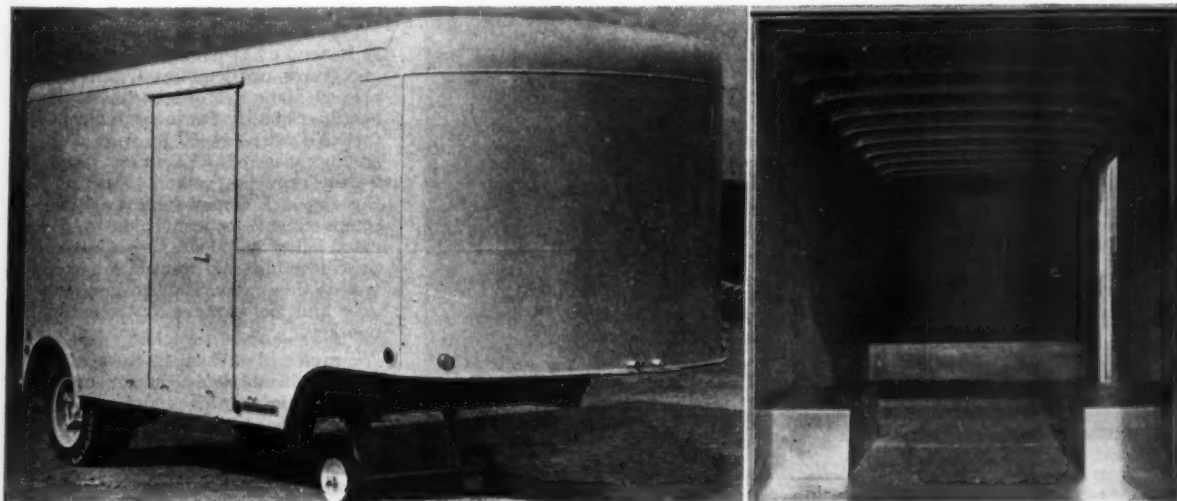
An interesting table comparing

weights of the old and new type warehousemen's van is presented here.

Wisconsin Motor Carrier Bureau Is Organized

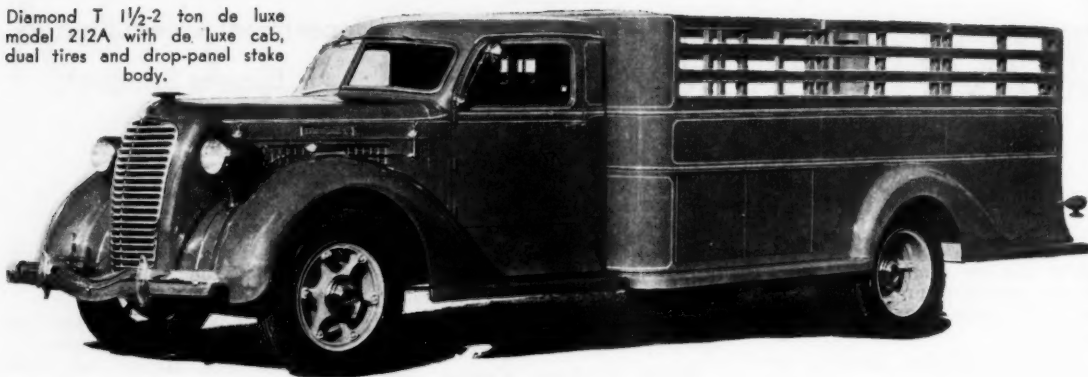
Wisconsin trucking operators, including warehouse executives, have organized a State Motor Carrier Bureau to operate a tariff office, with offices in Madison.

Frederick Leicht, of the Leicht Transfer & Storage Co., Green Bay, is president; Morgan Wheeler, of the Wheeler Transfer & Storage Co., Menasha, is vice-president, and W. Leo Murphy, president of the Gateway City Transfer Company, Inc., La Crosse, is treasurer.



Showing exterior and interior design of Fruehauf's new integral body and frame semi-trailer

Diamond T 1½-2 ton de luxe model 212A with de luxe cab, dual tires and drop-panel stake body.



Diamond T Has Wide Range of Models for 1936

Further Development in Streamlining as Well as Advances in Load Distribution, Driver Comfort, Spring Suspension and Vibration Elimination

IN announcing its 1936 models, which range from 1½ to 4 tons capacity, Diamond T Motor Car Co. stresses a further development of its well-known streamline style as well as important advances in load distribution, spring suspension, vibration elimination, driver comfort and increased ease of handling. No important changes have been made in the major units.

The Diamond T Hercules engines, long a feature of these trucks, are continued in substantially the same

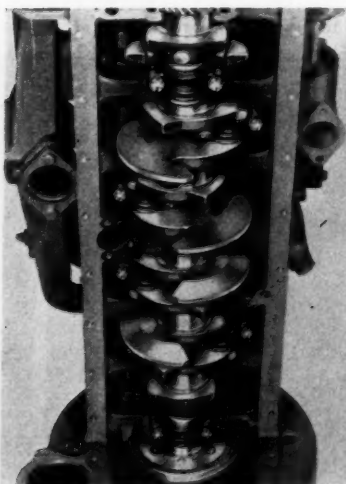
alignment as to size and power with relation to models. A new 4-point rubber engine mounting has been developed which results in almost complete isolation of the slight remaining engine vibration and also of shock due to initial torque reaction. The newly developed precision type main bearings, heretofore available only in certain models, are now standard equipment on the entire line.

Engines have been moved forward in frame to a position well

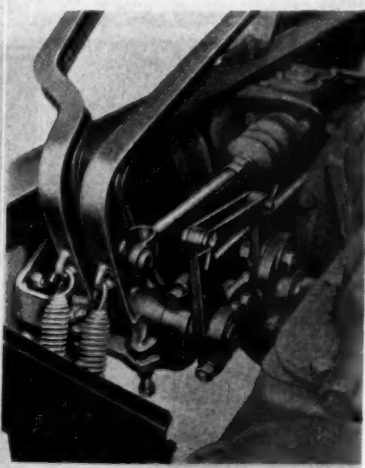
over front axle, which improves riding qualities substantially, as well as providing greater payload space for a given wheelbase. It also increases proportion of total load carried by front axle and effects better distribution of total weight of loaded truck. There is also a substantial gain in cab space available. The minimum wheelbase of Models 212A to 228 has been increased from 135½ in. to 139¼ in., and a 9-ft. body can now be used even on the shortest wheelbase and satisfactory weight distribution maintained.

Notable improvements have been achieved in both construction and appearance of deluxe cab. The V-type windshields have a slope of 30 instead of 11 degrees. Concealed regulators are employed. Adjustable cushions are of greater depth and finer quality for increased comfort. All cabs now 60 in. wide with an increase of 2½ in. in cowl width, providing ample room for three men. A commodious steel tool compartment is conveniently located below cab door. Cowl louvers provide additional ventilation control at this point. The ignition, cab door and tool box are controlled by one key.

Frames in general have been increased in section. Heavier cross-members have been redesigned and gussets added. A progressive principle is employed in selection of frame stock so that intermediate wheelbases are of 7/32-in. material with ¼-in. stock in the longest wheelbase and 3/16 in. in the short-



New optional "Super-Service" engine has precision-cadmium-nickel bearings and counterbalanced seven-bearing crankshaft.



Brake and clutch pedals and master cylinder mounted on frame for greater security and freedom from vibration.

est size. In this way frame size and strength is properly proportioned to strain without penalty of excess weight where it is not required.

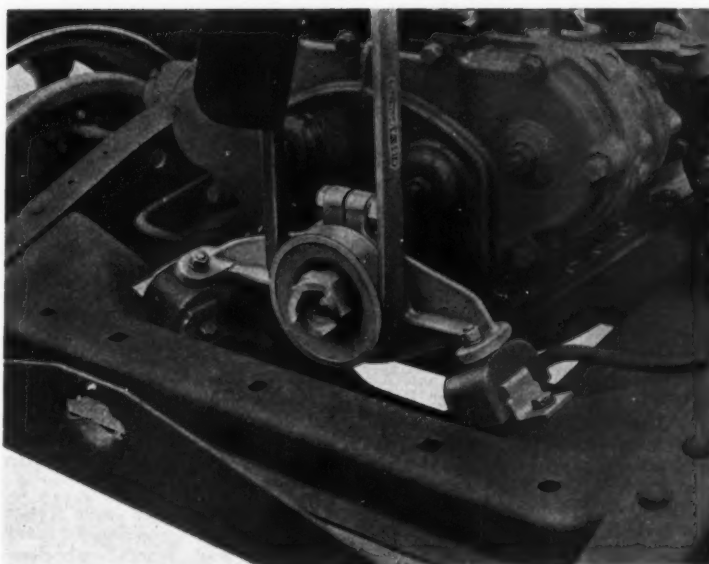
A new type of propeller shaft intermediate bearing has been adopted with a double Timken roller bearing flexibly mounted in a block of compressed rubber. The 2-piece shaft with bearing carrier and three needle-point universal joints have been adopted in all wheelbases; 1-piece driveshafts are no longer employed.

Wider springs are provided both front and rear throughout the line, and a new and improved rear spring mounting has eliminated the last point of shackle lubrication. Springs in all 1936 models now require no lubrication. All front spring shackles have compression-type rubber bushings, as also do the front shackles of rear springs. The rear ends of rear springs are free, supporting the frame through surface contact with brackets of special design.

Improvement in steering results from use of an improved type of cam and roller steering gear, with cam follower roller bearing mounted for reduction of friction and wear at this point. Steering geometry has been worked out with extreme accuracy, front springs being shackled at front end to eliminate all tendency to "shimmy" or wheel fight. Lockheed hydraulic brakes with cast drums are continued without appreciable change. Power application is provided as before by use of B-K vacuum booster as standard equipment in all but the 212 Series, where this equipment is available as an option. Emergency brakes are of contracting band type in the four smaller models; the remainder have the "Tru-Stop" ventilated disk emergency brake as standard equipment.

Brake and clutch pedals are mounted directly on frame, as also is the hydraulic master cylinder. This solid anchorage is an additional protection against breakage in the hydraulic lines. It also eliminates brake and clutch pedal vibration and permits a closer fit between pedal shafts and floor boards. The new floor boards are of heavy laminated plywood and carry a panel for ready servicing of battery.

Further refinements have been made in construction of the "Super-Service" engine, which is supplied as standard equipment on the 2½-4-ton Model 360 and is available as optional equipment on the smaller models. These new engines duplicate the standard powerplant in general design, dimensions and output, but include special features to meet unusually severe operating conditions. The 1936 engines have counterbalanced crankshafts of



New engine mounting with rubber blocks at four points and drop-forged front engine support.

chrome molybdenum steel, precision-type main and connecting-rod bearings of cadmium nickel alloy, heat-resistant valve inserts, and carry the Diamond T oil conditioner which combines the efficient H-W filtrator with an oil cooler of large capacity as standard equipment.

A new die-formed gasoline tank of 30 gallons capacity is supplied on all models. This is exceptionally strong, being electrically welded into a single piece. There are no soldered seams. Chassis maintenance cost has been reduced by an increased use of leak and vibration-proof flexible tubing and the standardization of gas line and hydraulic brake-line union fittings.

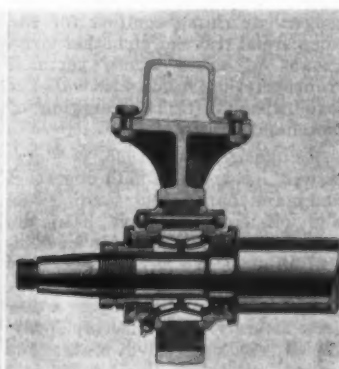
Deep-crowned full-coverage fenders are die-formed in one piece. Fender shields are provided to permit of ready access to engine taps for inspection and adjustment.

Sheet metal is accurately fitted throughout and exceptionally strong and well braced. Fenders, hood, radiator shell and cab are attractively finished in oven-baked enamel Diamond T red with green band.

Deluxe models carry chrome-plated radiator grille and ornament, spring bar bumper, ornamental ventilating grille with frame of stainless steel, double beam headlamps with foot control, deluxe instrument panel with electrically operated clock and cigar-lighter; and instrument board and panel, steering gear and controls are finished in Diamond T green. Speedometer and gages are of aero-plane type for easy visibility. In addition to the usual starter, generator, etc., standard equipment includes gasoline gage, oil gage, temperature indicator and stop light.

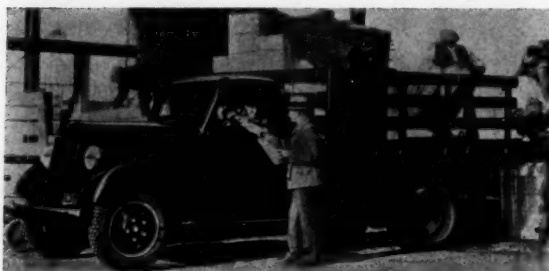


Driveshaft intermediate bearing—double Timken, mounted in rubber.



Cross-section of rubber-mounted driveshaft intermediate bearing.

1936 Dodge Line Features Many Improvements



New Dodge 1 1/2-ton stake truck with 136-inch wheelbase

FEATUREING "fore point" load distribution, hydraulic brakes, "pre-proved" economy, beauty in appearance and Amola steel springs, Dodge division of Chrysler Corporation announces a new series of trucks and commercial cars for 1936. It comprises the following chassis models: 1/2, 3/4, 1, 1 1/2 (in two series), 2, 3 and 4-ton models. Specially built custom Airflow models also will be offered.

An important innovation is the "fore point" load distribution, through which the load is shifted forward in relation to the axles. This insures greater stability, a minimum of over-all length, more nearly equalized wear on brakes and tires, and in general a more efficient hauling unit.

Through the new designing the truck's owner is assured increased advertising value because of the unusually smooth flowing lines which grace both the cabs and the entire bodies from front to rear. The panel bodies are especially beautiful, having the latest type of slanting rear end contour.

A major change in construction is adoption of a strictly truck-type frame on the 1/2-ton commercial car. This double drop frame is deeper in side rail cross section and has five truck-type cross members, including the rear engine support. The commercial sedan is an exception, in that Dodge uses its passenger car chassis to afford passenger car riding comfort for the commercial traveler and other large groups of users whose personal transportation needs also call for load capacity for the carrying of merchandise.

Emphasized for 1936 is "pre-proved" economy in both operation and maintenance. Outstanding fuel and oil economy have been developed through six major mechanical features and advantages. They are aluminum alloy pistons; four piston rings; full length water jackets; valve seat inserts; spray-cooled exhaust valve seats; and special oil cooling.

Doors of all newcomers are hinged at the front.

Amola steel, a recent metallurgical development of Chrysler, has high fatigue resisting qualities and is used in the springs of the entire 1936 lines.

A wide range of axle ratios, coupled with 3, 4 and 5-speed transmissions, and several wheelbase lengths, permit these trucks to meet almost any transportation requirement.

The 1/2-ton commercial car series has a 116-in. wheelbase which replaces the 111 and 119-in. wheelbases of 1935. By shifting the engine and cab forward, the cab to rear axle dimension of 37 11/16 in. permits the use of a 72-in. express body with excellent load distribution. This model is powered by a 3 1/4 by 4 1/4 in. bore and stroke, 201-cu. in. engine which develops 70 h.p. The engine has a 3-point suspension mounting cushioned with rubber at front end. It also has a 4-bearing crankshaft and is equipped with exhaust valve seat inserts, long waterjackets, by-pass thermostat, and a water distributor tube. These features give the engine equalized and efficient cooling under all types of operations.

A rugged channel section, truck-type of frame 6 in. deep, with box cross section members, adds to strength of chassis. The clutch and brake pedal mechanism follows the 1 1/2-ton design; and the ball-bearing clutch release, with provisions for lubrication, and a 10-inch clutch, insure long life and dependable operation. The spare tire carrier is mounted to the side of frame just forward of cab door. The hydraulic brakes, 10 in. in di-

ameter and 2 in. wide with stepped bore wheel cylinders, promote equal wear between front and rear shoes of each wheel.

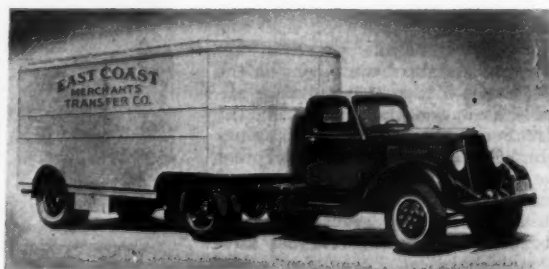
Three-speed synchro-silent transmission and axle ratios of 3.7 to 1 and 4.1 to 1, coupled with the rugged and dependable engine, give excellent performance. Standard tire size is 6.00 by 16.

Models offered in this series are flat-faced cowl, cowl with windshield, cab, panel, screen, canopy and express and station wagon. The Commercial sedan utilizes Dodge passenger car chassis. The express box of all-steel construction is 72 in. long, 47 1/2 in. wide and 17 in. high and provides large capacity. The front doors of this and all other 1936 models open from the rear. Particular attention has been given to smoothness of lines and beauty of appearance, the panel model being outstanding in these respects.

The 1 1/2-ton models are furnished in 129 in., 136 in. and 162 in. wheelbase lengths and in two series of 9,500 and 11,500 lbs. gross rating capacities. In the 9,500 lb. gross the engine size is 3 1/4 in. by 4 1/4 in. bore and stroke, with 201.3 cu. in. piston displacement, 138-ft. pound torque and 70 h.p. Like all the 1936 models, this truck has a 4-bearing crankshaft, full length waterjackets, water distributor tube, exhaust valve seat inserts and by-pass thermostat, all conducive to economical operation, efficient cooling and excellent performance. The 10-in. clutch, with ball-bearing clutch release and provisions for easy lubrication, is mounted to a perfectly balanced flywheel. The 4-speed transmission permits easy gear-shifting.

The rear axle housings of the 1 1/2-ton represents a new development in engineering, inasmuch as they are made of one piece of seamless steel expanded at center for mounting of the rugged differential carrier assembly and contracted at outer ends to accept the large wheel bearings. Brake support and spring seat are electrically welded to the one-piece housing, after which the entire housing assembly is heat-treated. Full-floating construction is used.

The standard rear axle ratio is



Dodge 3-ton tractor designed for heavy hauling jobs

5.428 to 1, with 5.8 to 1 and 4.875 to 1 optional. A frame 7 in. deep with improved cross members and better balanced load distribution provides unusual stability and adds strength. Hydraulic brakes of 14½ in. diameter and 1½ in. wide, with large size stepped bore wheel cylinders, give more equalized wear and exceptional braking performance. Standard models offered are flat faced cowl, cowl with windshield, cab, panel, screen, canopy, express, stake and platform.

Specifications of the 11,500 lb. gross 1½-ton models include an engine of 3¼ in. by 4¾ in. bore and stroke, with 217.7 cu. in. displacement, 150 lb. torque, and which develops 70 h.p. The rear axle differential carrier assembly and housing is of heavy construction. Axle ratios available are 5.125 to 1, 5.66 to 1 and 6.33 to 1. Front brakes are 14½ in. in diameter and 1½ in. wide, and rear brakes are 16 in. in diameter and 2½ in. wide, thus providing ample braking capacity. Frame, side rails and cross members have been increased in strength. Standard models offered include flat faced cowl, cowl with windshield, cab, stake and platform.

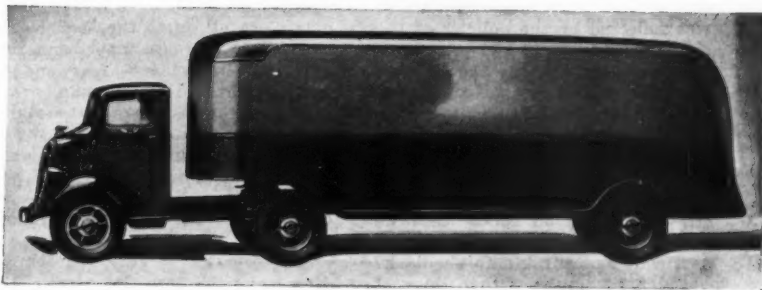
The 2-ton models have a gross weight rating of 13,500 lbs. They are available in 136 in., 151 in., 162 in. and 180 in. wheelbase lengths. This truck is powered by a 3¾ in. by 4½ in. bore and stroke, 241.5 cu. in. displacement engine that develops 170 foot pounds torque and which has 85 h.p. This model also has full length waterjackets, water distributor tube and larger exhaust manifold and exhaust pipe. A heavy duty 11-in. clutch with torsional spring dampener, ball-bearing clutch release, with provision for lubricating, insures satisfactory operation. The rugged 5-speed transmission with a silent fourth speed gives increased flexibility with quiet operation.

A sturdy full floating rear axle is offered in ratios of 5.125 to 1, 5.66 to 1 and 6.33 to 1; a double reduction axle with a ratio of 7.35 to 1 is available as extra equipment. Hydraulic brakes, booster-operated, 16 in. in diameter and 2½ in. wide, are featured as standard equipment included in list price.



Studebaker stake body model

Studebaker Introduces Cab-Forward Design



Tractor-trailer, cab-over-engine, Studebaker model which enters low-price field

DEMAND for shorter wheelbases without sacrifice of payload space has been responsible for the low-priced "cab-forward" 1936 truck series now being produced by Studebaker. This "Metro" series, in two models—namely the Ace 1½-2-ton, and the Boss 2-3-ton capacity—represents the first trucks of this type in the low-priced field. In addition, they are claimed to be the first of this type to be completely built in one factory.

Advantages with respect to traffic conditions are as follows: more payload with shorter wheelbase; easier handling, backing, parking, turning, and loading; and better visibility and shorter overall length (of special importance in tractor-trailer use).

The new Metro models are modern and practical. It is possible for the driver to enter the cab through one door, walk through the cab and exit through the other side with ease, as there is little or no obstruction in this cab. Ample leg room is provided—accomplished through a unique design of engine housing and location of control levers. The cab doors are hinged at front to provide better visibility for reverse movement. V-type windshield and large windows permit unusual visibility, and large cowl ventilators provide ample air circulation.

Cooling provisions for this type are actually better than for the conventional type. The engine hood is lined with insulating material 1

in. thick to prevent transfer of heat from engine into the cab.

The problem of servicing and adjustment has been given careful consideration, and 90 per cent of the service adjustments can be made easier and quicker in this type truck than in the conventional design. Quicker accessibility to carburetor, fan, distributor, water pump, wiring and spark plugs has been obtained. Servicing and adjustment of valve tappets from the side can be accomplished easier and faster. Moreover there is ample space between engine and front wheel to provide a comfortable working condition. Removal of entire engine is possible from the front end.

Both Ace and Metro have specially wide front axles which provide more than 30 per cent shorter turning radius.

The Ace has a gross vehicle rating of chassis, cab, body and payload of 11,000 lbs. It is furnished in two wheelbases—101 in. for 9-foot bodies, and 125 in. for 12-foot bodies. Approximately 40 in. of wheelbase is saved as compared with last year's chassis. It is powered by a 217-cu. in. Studebaker truck engine, developing a maximum of 160 lbs. torque and 75 h.p. at 2,800 r.p.m. This engine is equipped with a vibration damper mounted at front end of crankshaft; a specially designed water-pump which does not require repacking; dual fan belt; and electroplated pistons. A new and improved clutch and Duo-Servo hydraulic brakes are other features. This chassis is priced from \$595 and up at factory.

The Boss is powered by the Waukesha engine of 263 cu. in. displacement, developing 176 lbs. torque and 80 h.p. at 3,000 r.p.m. Gross vehicle rating is 13,500 lbs. This series is furnished in three wheelbases—101-in. for 9-foot bodies, 125-in. for 12-foot bodies, and 157-in. for 16½-foot bodies.

Summary of N.F.W.A.'s Convention at Hot Springs

(Continued from page 13)

cess or failure of any organization was reflected by the policies of the chief executive.

The second was "Is the Storage Warehouse Industry a Necessity to the Public at Large and if So, to What Extent?" Mr. Theibault said the answer should be emphatically yes, adding: "But if the warehouse industry is a necessity to the public, then it should follow that we are entitled to a profit on our investment and our tariffs should be based accordingly. Other lines of industry have shown improvement, some of them small increases but nevertheless upward, and still our industry, from all reports, with a few exceptions, continues to be dormant. Don't let's kid ourselves. Statistics show that the average warehouse earnings are less than 43 per cent capacity. Last year at Biloxi it seemed to be the consensus that our industry would improve as soon as other lines showed improvement, but as far as I have been able to learn, this is not so; therefore it would seem that our line of reasoning at that time was wrong."

The third question, "Are the Prices that We Ask for Our Services Sufficient to Allow for any Declining Trend in our Volume? In Other Words, Are Our Prices Fixed to Show a Profit on a Capacity Basis or on a Normal Amount of Business?", Mr. Theibault answered by citing the following:

"The average present-day cost of commodities shows an increase of 40 per cent over 1932, and still the prices we are getting for our service is just the same as it was in 1932. Other lines of industry have increased the prices of their commodities, but what have we done to take care of this emergency? Talked about reducing prices, and in some cities have reduced prices. Did this bring us any additional business? No! You cannot create that which does not exist. In the past couple of years we have simply been trading dollars, and these dollars are continually shrinking in value.

"We also have an additional tax under the Social Security Act, besides numerous other increases in taxes. How are we going to absorb these additional costs?

"Just suppose we do increase our tariff on storage from 1½ cents to 1¼ cents per cubic foot? I am using this figure as an illustration because this is the rate we charge in Chicago on open storage. The average lot is 500 cu. ft., and at 1½ cents this would mean \$7.50 per month. At 1¼ cents the price would be \$8.75. Is this increase going to cause us any loss of busi-

ness? I do not believe it will, providing we all quote the same rate. This slight increase may mean the difference between a loss and a profit at the end of the year.

"It may take courage to make this decision, but it is my firm belief that there should be an adjustment to meet this emergency before someone else gets control of our business and makes the decision for us."

The fourth, "Is Our Warehouse Necessary to the Community in Which It Is Located?" was tied in with the warehouses in the larger cities where the character of the people living in certain communities change from the prosperous class of citizens to the less desirable element. Mr. Theibault said:

"The man who built a warehouse under these conditions has a large investment. He is compelled to try and secure business beyond his own zone.

"Any warehouseman having this problem is automatically forced to spend much more money to secure business, and this of course increases his sales expense to a point where it makes it almost prohibitive for him to show a profit on his investment. Is not this man entitled to serious consideration whereby he can work out a plan so that he may still continue to remain in business?

"My thought is that it is up to the local association to help any member who is confronted with this problem and not handicap him by ironclad rules."

Mr. Theibault pointed out that advertising should be constructive in order to increase business. It should be placed in the hands of an expert who can portray actually the standards of the warehouseman better than he himself can do the job. Suppose you have a large beautifully constructed warehouse with all the departments in this business conforming to the best service possible, and in the face of this your advertising is mediocre and cheap. These two just don't make sense."

Mr. Theibault alluded to salesmen, pointing out that the amount of business they could secure was limited and therefore they should not be expected to secure more than their share.

The next question, "Do the People of Today Have the Same Sentiment as Regards Their Household Goods as the People of Former Generations?", was answered in the negative by Mr. Theibault. "The number of these accounts is diminishing," he stated.

The next paper was that of W. W. Warren, Oklahoma City, who

as chairman reported for the committee of the local moving department. In the review of the studies made by this committee, Mr. Warren said:

"First, that cities in different sections of our country have problems peculiar to each city and that there should be no set rule governing wages to be paid, number of men used on trucks, methods of managing trucks or of personnel, or of planning work, or a set price for services.

"Second, that it is possible to control methods of buying profitable truck equipment, or employing men, of training men, of managing truck personnel and of controlling costs."

Mr. Warren then explained that the moving business may not be profitable for the following reasons:

1. By not being properly organized and managed.
2. Overloaded by wages charged to it.
3. By upkeep of obsolete or too expensive equipment.
4. By overhead charged to it.
5. By too large rental or interest charges on investment in garage or equipment.
6. By insufficient credit to it for the prestige and business it brings.
7. By total disregard of its advertising values.
8. By insufficient moving rates.

"We have reported to you," stated Mr. Warren, "from time to time on price reduction made during the years 1931 to 1933, and of its failure to create additional business in our infancy. We have informed you that as prices and wages were increased, business also increased, and that instead of our membership doing only 30 per cent in the average of the 'local moving' at low prices, they increased their business to 38 per cent in the average of the 'local moving,' in their respective communities as prices were increased, or an average of 26 2/3 per cent.

"It is apparent little change has been made during this year in the operation of the majority of local moving departments. Information generally received from members of this committee indicates that wages, hours and rates are the same as in 1934 with few exceptions.

"We also find that the majority now seem to think that equipment to be purchased should be of modern type of about 1000 cu. ft. capacity and not cost in excess of \$5,000—there are some who set the limit at \$3,500."

James J. Barrett, Chicago, as chairman of the packing department committee, reported very little improvement in that end of the business. He brought attention to competition of a new form—name-

ly, that of automobile trailers owned by tourists; these people were hauling their own or others' goods and doing so without liability insurance.

Rodney S. Sprigg, Hollywood, Cal., chairman of the cost reduction committee, reported that wherever possible members of the committee had stopped spending money entirely, or had reduced expenditures to the lowest possible point. In some cases cost reduction had been carried to a point where the paying out of funds ceased entirely.

"Strange as it seems," said Mr. Sprigg, "the income of those firms ceased entirely at about the same time, so their names no longer appear in print.

"One committeeman states in the course of his communication that 'cost reduction means nothing more than greater efficiency, and my sincere belief is that the greatest economy can be made by an individual or organization by strict attention to duty.'"

Mr. Sprigg reported one of the committee as having just completed the most successful 6-month period of business in his history, which had resulted in several additions to his organization and other factors of increased cost. This warehouseman did not find it necessary to put into effect any regular percentage reduction of salaries or wages, nor did he reduce the number of his personnel. This warehouseman maintains his own garage and repairshop and recommends that practice to all companies which have sufficient capital and which operate a fleet of perhaps five vans and up.

"With the upturn of business, however," Mr. Sprigg added, "a new dilemma confronts the warehousemen and also all other occupations. This dilemma is the steady increase of the non-controllable expenses." These he explained as taxes, licenses, interest due on loans and fixed charges that are beyond the ability of a manager to change. Such expenses were mounting so rapidly that they had become the principal "bugaboo" confronting a warehouse operator today.

Allied Van Lines

JOHN L. WILKINSON, Charlotte, N. C., reelected for the third time as president of Allied Van Lines, Inc., stated that the past twelve months had been very successful with the Allied. "As the records show, we have had a 32 per cent increase over the entire operation during the past year, over 1934, and there was a 50 per cent increase over 1933."

Mr. Wilkinson pointed out also Allied had an increase of 25 per cent of number of loads registered and a substantial increase over

loaded miles traveled. "We have added to the membership of Allied almost fifty members during the past year, with very few being lost."

Mr. Wilkinson added that it has been found necessary in some of the larger regions to take over the pool offices and operate them under Allied direction. He announced that Allied had in mind a general settlement plan in which all settlements to the agents would be made from the central office. This will be put in operation April 1.

W. W. Warren, reporting for the southwest section, stated that progress had been made during 1935, though matched loads had not been as large as desired, due principally to the sparsely-settled territory. "The setting up of 'C' service has been of great help," mentioned Mr. Warren, "for with it we can feel that we have an enlarged service to sell. Before the inauguration by Allied of the 'C' plan, many felt limited to the extent of their own operations; or at least to the extent of having loads serviced through being able to make necessary match."

Ernest T. Chadwell, Nashville, reporting for the southeastern division, stated that while volume had increased he doubted if revenue had gained in the same proportion, as prices had been low, especially on jobs where an agent could book his own return and pay no commission to Allied.

L. H. Tanner, Detroit, reported on the affairs in 1935 of the Allied pool office in Detroit and Grand Rapids, Mich., saying that the total mileage registered and hauled had amounted to 234,342, and miles traveled empty to 60,279. Gross revenue was \$53,550.40.

The following rules and regulations were recommended to the membership and passed on favorably:

"1. The 10 per cent withdrawal fee which has heretofore been charged as a commission for withdrawing loads out of another member's warehouse be eliminated and in lieu thereof that hereafter the booking agent pay to the warehouseman out of whose warehouse the load is withdrawn a commission of 1 cent per cubic foot based on the van measurement as a checking fee.

"2. That the rule and contractual obligation of having at least one van painted according to Allied Van Line specifications be strictly enforced at once, with final compliance date set as July 1, 1936.

"3. That, effective July 1, 1936, equipment painted in accordance with Allied Van Line specifications shall be given preference on the handling of available tonnage.

"4. That members called upon to perform service such as estimating, contacting prospective customers,

inspecting damage, or such similar service, shall have the privilege of assessing a reasonable charge for all such services.

"5. That the management be instructed to enforce rigidly the registration of business by all members and that any evidence of failure to register business shall be reported immediately to the executive committee for action and that failure or refusal to register all business shall be sufficient grounds for suspension."

From an interest standpoint, the discussion, led by Griswold B. Holman, on the household goods tariff occupied the limelight. Mr. Holman received the acclaim of the convention for the part he took in the creation of these rules, regulations and rates to guide the members in the filing of applications under Motor Carrier Act. Mr. Holman, who had spent months in committee work traveling about the country, came to the convention well prepared to explain every part of this document and as a consequence of this schooling was able to have it passed earlier than had been supposed.

Some parts of the tariff were in dispute, especially that pertaining to the question of charging 1 cent per cubic foot for temporary storage in transit; that is, when property is held in a warehouse for a period not exceeding 30 days. It was recommended that this detail should be further discussed by the management. Wilson H. Collin, Chicago, Allied's general manager, was given power of attorney for filing at Washington. It was recommended that each member try to get other members and non-members to concur in this tariff, the hope being that in so doing the whole industry would be uniform in the applications filed.

The problem of financing the work necessary under the Motor Carrier Act brought forth the recommendation of possibly charging \$5 a quarter. Further, it was suggested that a Tariff Bureau be organized; this will be considered by the board of directors. It was thought also that there was a possibility in the future of all hauling groups getting together to organize an allied group in order to act jointly in carrying out and administering the various phases of the Act before the Interstate Commerce Commission.

One of the last things done by the National was the election of the new nominating committee for 1937. This comprises Oswald E. Latimer, San Antonio, chairman; Fred L. Harner, Philadelphia, representing the eastern division; W. C. Meinke, La Porte, Ind., representing the central; Ben S. Hurwitz, Houston, representing the southern, and Herbert B. Holt, Los Angeles, representing the western.

Summary of Mayflower Convention at Birmingham

(Concluded from page 17)

chaotic condition in relation to tariff uniformity at the time of enactment of the Federal Motor Carrier Act; and

"Whereas, such chaos today no longer exists because tariff uniformity will be effected through filing, with the Interstate Commerce Commission, of rules, regulations and rates acceptable to our industry nationally; and

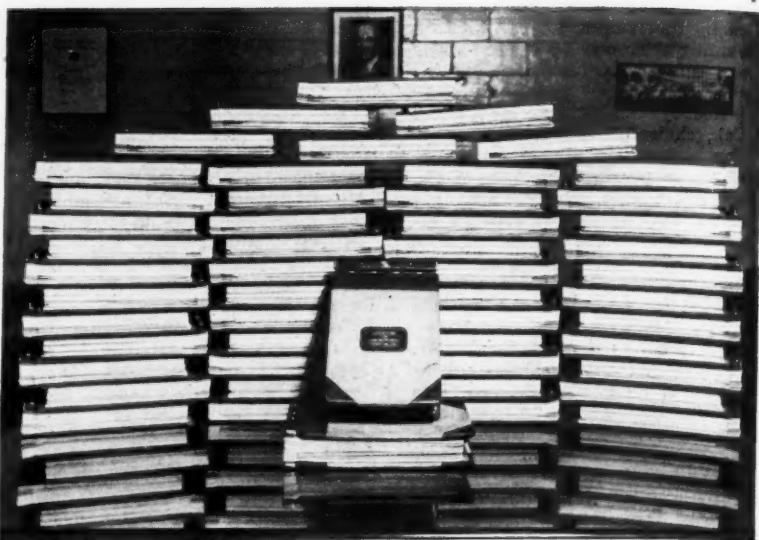
"Whereas, a separate classification and a Released Rate Order have been obtained for the household goods moving industry; therefore

"Be it Resolved, that the Mayflower Warehousemen's Association as an expression of its appreciation of what has been accomplished, publicly commend and approve the efforts and actions of the committee chairmen and members who have eliminated the rate confusion and have substituted therefor the stabilization necessary for safeguarding the industry's future. We mention specifically Buell G. Miller, chairman of the rates committee of the Household Goods Movers Conference group of the American Trucking Associations, Inc.; Griswold B. Holman, chairman of the rules and regulations committee of that group; and J. Wallace Fager, Henry Lamkin and S. R. Truesdell, members of the group; E. S. Wheaton as a member of the general steering committee; and John L. Wilkinson, chairman of that committee. These seven men have done splendidly an almost impossible job. They brought to the task the fruits of their long experience in rate-building; they worked tirelessly across several months; they applied their knowledge intelligently; and they have produced a tariff document which is without precedent in our industry and which will be reflected in dollars-and-cents profits in the years ahead because of removal of destructive forms of competition injurious to our industry in the past.

"The Mayflower Warehousemen's Association urges upon its members that they realize all this fully and that they individually thank, as we do collectively here today, Messrs. Miller, Holman, Fager, Lamkin, Truesdell, Wheaton and Wilkinson for the great work they have performed in warehousing's behalf."

The convention voted to send telegrams of sympathy to R. T. Blauvelt, East Orange, N. J., a past president, and Daniel P. Bray, Kansas City, Mo., because illness had prevented their attendance.

A telegram was read which had been received from George C. Din-



Aero Mayflower Transit Company's petition to the I.C.C. for certificate to operate under Motor Carrier Act. The petition contains more than a quarter-ton of information, exhibits, etc. Three binders, each weighing eleven pounds, were filed at Washington, and one copy in each of the 48 States and the District of Columbia.

telmann, St. Louis member, to the effect that within thirty days one railroad would publish a tariff granting free pick-up and delivery on household goods. Mr. Wheaton said that this situation would be taken up with the A.T.A.

Standard Forms

COPIES of two proposed standard forms were distributed to the delegates. Prepared by a committee headed by Mr. Bray, one is a non-negotiable warehouse receipt and the other is a moving and storage contract. These were adopted as two of MayWA's standard forms, except that the phraseology will be slightly revised before the forms are placed in general use.

During the convention an electrically-operated display, showing Aero-Mayflower vans on the highways, had attracted the members' interest, and Mr. Wheaton announced that Aero-Mayflower would purchase a stock of these and sell them to MayWA firms, at \$10 apiece, for use in warehouse windows and lobbies.

Mr. Wheaton showed the convention a proof of a multi-colored calendar for 1937; it illustrates the ship "Mayflower" of three centuries ago. Aero-Mayflower would pay 25 per cent of the cost, he said.

The report of the nominating committee—Paul S. Steward, chairman, and Buell G. Miller of Philadelphia and C. J. Neal of Cleveland—was presented; and officers and directors were elected as set forth elsewhere herewith. President Ricks sent a telegram to Mr. Bray of Kansas City informing him of his election as president; and thereafter during the after-

noon and until the early hours of the following day a group of conspirators sent Mr. Bray a collect telegram every hour on the hour.

In accordance with a provision in the new by-laws, the delegates balloted for a nominating committee to prepare next year's slate. There were twelve nominations, and the following were elected:

W. L. Stodghill, Louisville, chairman. For the eastern division, Fred J. Hahn, New York City. For the southern division, K. K. Meisenbach, Dallas. For the combined central and midwestern division, Ray Wagner, Springfield, Ohio. For the Pacific Coast division, R. R. Sutton, Pasadena.

As a final action, the association went on record "approving and supporting" the A.T.A.

During the Birmingham sessions, bids for future meetings were received from various sources. For 1937 the competitors mentioned include Atlanta, Chicago, Cincinnati, Louisville, New Orleans, and Toledo. San Francisco asked for the 1938 convention and New York for the one in 1939, each in connection with a World's Fair being planned.

The highlights of the entertainment program were a "Stars Fell on Alabama" luncheon at the home of Mr. and Mrs. Carl F. Wittichen; a dinner given at the Tutwiler by the Aero-Mayflower Transit Company; a tea at the home of Mr. and Mrs. Horace Bradshaw, identified with the Wittichen organization; and MayWA's annual banquet. At the latter the association's retiring president, J. P. Ricks, was presented with a traveling bag.

WHAT'S NEW

Shop Equipment
Accessories
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If you desire further information regarding products listed below, or copies of literature mentioned, we will gladly secure same for you. Just check the number in coupon and mail it to

DISTRIBUTION & WAREHOUSING

1—**Hot-Shot Spring Grease Tool.** For greasing spring leaves. Has a small hole in the tapered end and is fitted with a standard grease fitting. Tapered end is used to separate the leaves while grease is forced in between with a regular grease gun. Maker, National Machine & Tool Co., Jackson, Mich.

2—**Steam-Heating Unit.** "Instant-Heat" is the name of this new steam heating unit for Ford V-8's. Replaces right cylinder block exhaust manifold and connects into the water supply line of any ordinary hot water heater. Heat is produced within a minute after starting. Other features include a corrosion and heat resistant steel boiler. Pressure is limited to 12 ounces, because the regulator permits just the right amount of steam to be made under all conditions. No steam enters the cool-

ing system. Price, \$7.85. Maker, Ray Day Piston Corp., Detroit.

3—**Perforated Balloon Windshield Wiper Blade.** Made of soft, carbon-base rubber, with a hollow, perforated tube running its length. Ten flexible wiper rubs create alternate areas of pressure and suction with the stroke, drawing water into the hollow tube through the perforations. This prevents the water from smearing back and forth across windshield. Glycerine can be introduced in the hollow tube through use of pipe cleaner, thus preventing formation of ice. Maker, Rex-Hide, Inc., East Brady, Pa.

4—**Fluid Aids Wet Starting.** Immediate starting of wet engines claimed by use of this water-proofing fluid. Keeps cable protected for several months. Maker,

Winfield Carburetor Co., Los Angeles, Cal.

5—**Nukraft Seat Upholstery.** Involves use of Latex and a unique method of fabrication. Consists of haircloth insulated with Latex, which has been fabricated into loops forming a structure of figure eight springs. Nukraft locks the cotton in place. Maker, B. F. Goodrich Co., Akron, Ohio.

6—**Solder Spray Gun.** Makes possible the filling up of dents in bodies and fenders without heating the metal. The gun is connected to the shop air line and to a standard electric-light socket, and melts the solder and delivers it in the form of a spray much like a paint gun. Made by Albertson & Co., Inc., Sioux City, Iowa.

KEEP POSTED ON TRADE LITERATURE

7—**"You Won't Believe It."** Title of a descriptive folder in which is discussed the problems of efficient engine lubrication and the possibility of keeping oil clean at all times, thereby eliminating the need of changing oil. This folder records experiences of large users, testifying to mileages of 27,000 to 41,000 without draining, during which time the oil retained its natural color and efficiency. The DeLuxe method not only strains but filters the oil to remove all impurities by controlling volume and pressure. Maker, DeLuxe Products Corp.

8—**"What is a Diesel."** In 24 pages, the maker of the Waukesha Diesel engine for motor trucks answers practically every question concerning this type of powerplant to give a clear and concise explanation of just how it operates, what it accomplishes in the way of reducing operating costs and improved performance, etc. This catechism of the Diesel engine is well illustrated.

9—**How the New Warner Electric Brake Works.** A fully illustrated description of how this improved braking system for trucks and trailers works. Invented by the man who designed the Warner speedometer. This new electric system has twelve exclusive advantages, including safety, power, long life, reliability and low cost that every truck operator should be acquainted with. Takes less power to operate than a tailight. Maker, Warner Electric Brake Corp.

10—**Six-Wheel Truck vs. Tractor-Trailer Units.** An interesting treatise on a perplexing problem, all based on firsthand information secured from operators who have used both types of equipment. Also covers 6-wheel attachments from the standpoint of economy. All reports from the operators on the subject are reproduced in this booklet. Published by the Fruehauf Trailer Co.

11—**Truck Battery Data.** A 16-page book completely covering all questions concerning battery selection, comparisons of practically all types, replacement data covering not only the latest truck models but older types as well. Also shows how to figure lighting load, starting load, etc. Published by B. F. Goodrich Co.

12—**Tire Maintenance Manual.** Tells how to secure the most mileage from your truck tires. Given free by the General Tire & Rubber Co.

13—**"Twenty-Five Years of Federal Trucks."** A 32-page Silver Anniversary book of interest to all operators, especially those that date their early purchases of Federal trucks back to 1910 when this company first started production. It is a history of progress that should prove interesting reading. The illustrations add particular value to this book.

14—**Truck Calculator.** A truck performance estimator that helps the fleet operator in his selection of equipment, so that it will be correct from all angles for the work for which it is to be used. Devised by the Autocar Co.

15—**Text Book on Nails.** A very interesting combined text book and catalog on nails, consisting of 44 pages, profusely illustrated with every conceivable type of nail, the common defects in ordinary nails, how these defects can be overcome, analysis of a nail, etc. A copy will be sent to anyone writing to the Angell Nail & Chaplet Co., 4580 E. 71st St., Cleveland, and mentioning the name of *Distribution and Warehousing*.

16—**Truck Maintenance Analysis.** A thorough breakdown of the problem of keeping trucks in good condition and designed to give operators an opportunity to raise efficiency standards in maintenance pro-

grams. Published by Stewart-Warner Corp.

17—**"Cutting Distribution Costs with Motor Trucks"** represents a valuable collection of facts to guide warehousemen and motor freight operators in selecting the most economical types and sizes of hauling equipment. Published by General Motors Truck Co.

18—**Chassis Lubrication.** A revised midyear 1935 Alemite Powergun equipment catalog. In 25 pages are presented, in natural colors, all equipment and accessories necessary for complete, money-saving lubrication. Full details, specifications, and prices. Maker, Alemite Corp.

19—**State Restrictions on Motor Vehicle Sizes and Weights.** An analysis for the benefit of highway users engaged in interstate truck operation, giving in illustrated chart form practically every bit of information that is needed in order to know whether trucks of given size, weight, length, etc., can legally pass through one state or others. The information has been compiled by the National Highway Users Conference, National Press Bldg., Washington, D. C. and has been brought up to date as of Oct. 15, 1935. The price per copy is \$1.00.

Distribution & Warehousing,
249 W. 39th Street,
N. Y. City.

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TRADE GROUP ACTIVITIES

Association news of
national interest

A. C. Pouch Elected by Port of New York Group

THE Warehousemen's Association of the Port of New York held its annual meeting at the Downtown Athletic Club in Manhattan on Jan. 21 and elected officers for 1936 as follows:

President, A. C. Pouch, president Pouch Terminal, Inc., Manhattan.

Vice-president, Elwood W. Ford, a vice-president of Baker & Williams, Manhattan.

Secretary, F. A. Sipp, president State Warehouse Company, Inc., Manhattan.

Treasurer, W. E. Hegeman, a vice-president of Terminal Warehouse Company, Manhattan.

Directors, the foregoing and Frank L. Hawley, an assistant secretary of Merchants Refrigerating Company, Manhattan; W. J. Northup, president Lackawanna Terminal Warehouses, Inc., Jersey City; and S. C. Blackiston, vice-president Bush Terminal Company, Manhattan.

R. M. Tyler New President of Massachusetts W. A.

AT the annual meeting of the Massachusetts Warehousemen's Association, held at the Exchange Club in Boston on Jan. 22, officers for 1936 were elected as follows:

President, R. M. Tyler, treasurer Standard Storage Co., Brighton.

Vice-president, George W. Stevenson, treasurer Metropolitan Storage Warehouse Company, Cambridge.

Secretary, W. H. Belcher, 40 Court Street, Boston.

Treasurer, C. E. Nichols, president Merchants Warehouse Company, Boston.

Executive committee, the president, vice-president and treasurer and L. M. Beeten, Commonwealth Ice & Cold Storage Co., Boston; E. W. Cobb, president Fitz Warehouse & Distributing Co., Boston; and Martin Larsen, general manager Atlantic States Warehouse & Cold Storage Corporation, Springfield.

Nineteen warehouse firms sent



S. C. Pouch, new president of the Port of New York's merchandise group.

twenty-eight representatives to the meeting, and the group voted to strike from the by-laws the two paragraphs which were inserted at the advent of NRA.

Announcement was made that Gardner Poole, vice-president of Frosted Foods, Inc., and a past general president of the American Warehousemen's Association, would again be the American delegate to the International Congress on Refrigeration this summer. Mr. Poole is president of the American Institute of Refrigeration.

Johns Succeeds Connelly as Head of Nutmeg Truck Group

JOHN W. CONNELLY, formerly vice-president of the Hartford Despatch & Warehouse Co. and now identified with the liquor industry, retired as president of the Motor Truck Association of Connecticut at the group's annual meeting, in Hartford on Jan. 15. He was succeeded by Louis A.

Johns, a New Haven trucking company executive.

Edward G. Mooney, president of the Hartford warehouse firm, was chosen vice-president; and Herbert A. Sillence, president of the H. A. Sillence Co., another Hartford storage company, was reelected treasurer. Myles W. Illingworth, Hartford, continues as executive secretary.

—Charles B. Barr.

Illinois Merchandise Group Elects Pratt

AT the annual meeting of the Illinois Association of Merchandise Warehousemen, in Chicago in December, the following officers were elected:

President, H. F. Pratt, manager Central Storage & Forwarding Company, Chicago.

Vice-president, Oliver W. Johnson, secretary Ontario Warehouse Co., Chicago.

Treasurer, Roy H. Lumpp, vice-president Currier-Lee Warehouse Co., Chicago.

Directors, Harry D. Crooks, president Crook Terminal Warehouses, Inc., Chicago; Elmer Erickson, manager Midland Warehouse & Transfer Company, Chicago; Roy C. Griswold, vice-president Griswold-Walker-Bateman Co., Chicago; W. W. Huggett, vice-president North Pier Terminal Co., Chicago; D. M. Macomber, president C & A Terminal Co., Chicago; O. J. McAloon, president Republic Warehouse Co., Chicago; and W. G. Morgan, manager Soo Terminal Warehouse, Chicago.

The group's new secretary is Olin M. Jacobs, whom industry executives will recall as formerly secretary of the Massachusetts Warehousemen's Association. His office is 865 Daily News Building, Chicago. Mr. Jacobs was identified with the Bay State organization for several years, resigning in the summer of 1933 to become associated with the National Confectioners' Association of the United States, Inc. He is a graduate of Syracuse University and received an M.A. degree at the Harvard Graduate School.

Mulligan Reelected by the New Jersey F.W.A.; Railroad Bill Opposed

MOTOR transportation was the major theme of discussion at the annual meeting of the New Jersey Furniture Warehousemen's Association, held at the Downtown Club in Newark on Jan. 21. The latest picture on the Federal Motor Carrier Act was presented by Griswold B. Holman, Rutherford, chairman of the sub-committee handling rules and regulations being prepared by the household movers' national steering committee under the American Trucking Associations; and Frederick Petry, Jr., Trenton, chairman of the New Jersey group's legislative committee, disclosed that the railroads had introduced in the State Legislature a bill for regulating intrastate motor transport.

The associated adopted a motion under which the Petry committee was instructed to prepare, in co-operation with the State's various truck and highway organizations, a bill which would be a substitute for the railroad-backed measure. Should the latter be enacted, Mr. Petry warned the members, New Jersey's household movers would "be virtually ruled off the roads."

Officers for 1936 were elected as follows:

President, James E. Mulligan, secretary Knickerbocker Storage Warehouse Company, Newark.

First vice-president, Griswold B. Holman, secretary George B. Holman & Co., Inc., Rutherford. Second vice-president, Nathan L. Goodman, secretary Goodman Warehouse Corporation, Jersey City. Third vice-president, Alfred W. Alesbury, secretary Summit Express Company, Inc., Summit.

Secretary, Frank J. Summers, Model Storage Warehouses, Inc., Newark.

Treasurer, Walter W. Hoffman, president Walter W. Hoffman, Inc., Ridgewood.

Directors, Bernard F. Flynn, president Job De Camp, Inc., Newark; Daniel Ruder, Jr., president Ironbound Storage Warehouses, Newark; Jack C. Connell, secretary Englewood Storage Warehouse Co., Inc., Englewood; and John Hart, vice-president The Thomas J. Stewart Co., Jersey City.

A nominating committee for next year was elected, comprising Frederick Petry, Jr., Trenton, chairman; Norman H. Hotchkiss, Summit, and William T. Bostwick, Jersey City.

In his report as president Mr. Mulligan outlined a program for the year ahead, recommending committee studies of insurance under

I.C.C. truck regulation; public liability and property damage coverage; announcing forms as promulgated by the I.C.C.; the Federal Social Security Act; advertising and publicity; warehouseman's liability with regard to conversion; protection of warehousemen's charges with respect to loan companies and instalment houses; liability when shipping on order bill of lading; and whether the bill of lading should contain a "no recourse clause."

—K. B. S.

Regan Is Reelected by New Jersey M. W. A.

THE New Jersey Merchandise Warehousemen's Association held its annual meeting on Jan. 23 at the Newark Athletic Club in Newark and elected officers as follows:

President, Joseph J. Regan, operating executive Metropolitan Warehouse Company, Carleton Hill.

First vice-president, W. J. Northup, president Lackawanna Terminal Warehouses, Inc., Jersey City. Second vice-president, F. C. Betts of Lincoln Tidewater Terminal, Kearny.

Secretary, S. M. Jacobson, general manager Essex Warehouse Company, Newark. Treasurer, Eno Campbell, manager Campbell Stores, Hoboken.

Directors, J. T. Buckley, Hoboken Dock Company, Hoboken, and A. A. Lang, operating executive United States Testing Company, Inc., Hoboken.

Wilson Elected by Detroit V. O. A.

THE Detroit Van Owners Association held its annual meeting in January and elected as its president W. W. Wilson, of the Wilson Brothers Moving Co. William Ivory, of the John F. Ivory Storage Company, Inc., was chosen vice-president. The new secretary is Leon Leonard, of Leonard Bros. Storage Co.

H. B. Woodhull, with offices at 4605 Vancouver Street, continues as executive secretary.

Boston Development

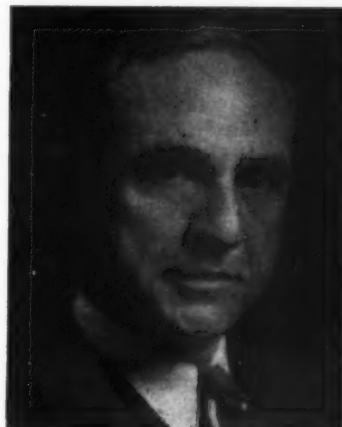
The Boston Regional Produce Market, Inc., recently organized, has engaged architects to prepare plans for a group of five one-story warehouses, with cold storage facilities, on land leased at Concord Avenue and Alewife Brook Parkway, East Cambridge. The entire project will cost about \$175,000.

Lette Elected President of O. K., Oklahoma City; Rose From Office Boy Job

FOLLOWING the death of A. C. Weicker, president of the O. K. Transfer & Storage Co., Oklahoma City, the firm's board of directors met, on Dec. 30, and elected as president, E. C. Lette, who had been a vice-president, treasurer and manager.

W. W. Warren, a vice-president, was made also general manager. J. H. Buckles, secretary, was elected also treasurer. T. R. Hodge was appointed traffic manager, and J. E. Burrus, an employee for the past quarter-century, was chosen a director.

Elsie Van Horn, Oklahoma City writer who prepared the "Family



E. C. Lette, who has been elected president of O. K. Transfer & Storage Co., Oklahoma City, in succession to the late A. C. Weicker.

Album" sketch (published posthumously last month) of A. C. Weicker, sends *Distribution and Warehousing* the following regarding the O. K. firm's new president:

"If Horatio Alger were here today he might derive a theme for another story in the election of Mr. Lette as president, for Mr. Lette has literally performed the typical Alger rise from office boy to president.

"In 1902, when 15 years old, he went to work as office boy for Mr. Weicker, who two years earlier had established the O. K. At 17, Mr. Lette purchased his first stock in the company and has accumulated additional stock each year since. He worked at various jobs in the office and in 1907 was made office manager. In 1913 he became manager of the

storage department and was elected vice-president. In 1921 he was made general manager and four years later was elected vice-president and treasurer. He held this position until Dec. 30, 1935, when he was elected president.

"Mr. Lette has a wife and two sons. Elmer, Jr., 25, is married and lives in Chicago. Le Roy, 13, is a junior-high student. Although, as is notoriously known, leisure time is not plentiful with those engaged in warehousing, Mr. Lette thoroughly enjoys fishing when he has time, likes to play golf, and derives a great deal of pleasure managing his 160-acre farm in Lincoln County, where he is interested in raising broom corn, cotton, and feeds.

"His wife says he enjoys a good game of bridge, plays not infrequently, and for all there is in the game when he does. He also spends many pleasant hours playing pool with his young son in their recreation room at home."

Truck, Rail and Shipping Groups Are Organized

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1223 National Press Building

AS a result of preliminary meetings of representatives of the trucking, rail and shipping industries a permanent group known as the Conference on National Transportation has been organized. This is hailed as the first step in coordinating the transportation systems of the country for the benefit of the customer. It was the first time that such a meeting had ever been held where the opposing industries sat down at a table to discuss and attempt to solve their mutual problems.

The new Conference issued a statement outlining the purpose:

"To formulate plans by which respective groups can cooperate to promote orderly and harmonious action in respect to rates and practices."

The Conference comprised members of the American Trucking Associations, Inc., Association of American Railroads, and National Industrial Traffic League. Monthly meetings will be held.

Trucking took the initiative in calling the meeting, and spokesmen for the truckers are jubilant at the happy results. Federal Coordinator of Transportation Eastman sat in on the first meeting, as an unofficial act of benediction of the Motor Carrier Bureau of the ICC. He said he was glad to see that the three industries could get together for survey and possible elimination of controversial issues.

One principal job to be tackled

is the rates and tariffs problems. They hope to solve the situation, which has caused the railroads to file 80,000 tariffs in the past few years "to meet motor truck competition." It is hoped that these problems can be worked out to the ultimate benefit of the three groups and also the customer. "The supreme test must always be the interest of the public," was the guiding principle laid down.

The group elected L. F. Orr, St. Louis, of the National Industrial Traffic League, as temporary chairman; and John V. Lawrence, general manager of the ATA, as temporary secretary.

—Edwin Hartrich.

Position Wanted

EXPERIENCED (five years) cold storage man seeks permanent connection.

Fully familiar with receiving, shipping and order desk duties. Five years' other experience. Pleasing personality. Aggressive.

Business training includes accounting and stenography.

Excellent references. Aged 30.

Address Box C-721, care of Distribution and Warehousing, 249 West 39th Street, New York City.

Clark Recovering From Motor Car Accident

Dean R. Clark, president of the El Paso Fireproof Storage Co., El Paso, has recovered from injuries which he sustained in an automobile accident in November. An X-ray picture showed that a broken rib had punctured his lung, and pneumonia set in after removal to a hotel, and for a time the doctors feared he would die.

Mr. Clark was returning from a golf game when his car left the Mesa Road highway and leaped an embankment.

G. J. Kathrens Joins Federal

George J. Kathrens, formerly secretary and manager of the Kathrens Moving & Storage Co., Kansas City, Mo., has become vice-president and sales manager of the Federal Van & Storage Co., Kansas City.

Lawton Firm Sold

E. C. Parks, a city councilman in Lawton, Okla., recently purchased from Mrs. Lula Rogers the O. K. Transfer & Storage Co., operating at 329 E Avenue, Lawton.

Federal Trade Commission Seeks Broadened Powers

(Concluded from page 26)

merce, are hereby declared unlawful.

"The Commission is hereby empowered and directed to prevent persons, partnerships, or corporations, except banks and common carriers subject to the acts to regulate commerce, from using unfair methods of competition in commerce and unfair or deceptive acts and practices in commerce.

"Whenever the Commission shall have reason to believe that any such person, partnership, or corporation has been or is using any unfair method of competition or unfair or deceptive act or practice in commerce, and if it shall appear to the Commission that a proceeding by it in respect thereof would be to the interest of the public, it shall issue and serve upon such person, partnership, or corporation a complaint stating its charges in that respect, and containing a notice of a hearing upon a day and at a place therein fixed at least thirty days after the service of said complaint."

Section 6 is also marked for amendment to give FTC authority to investigate upon direction of the President, or either House of Congress, or upon its own initiative, business conduct, business practices, and business management of any person, partnership, or corporation engaged in commerce, except banks and regulated common carriers. In other words, the proposed amendments give the Commission broad powers to pry into the affairs of any firm at any time.

—James J. Butler.

Would Have Charleston Take Over Army Base

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1223 National Press Building

SENATOR JAMES F. BYRNES of South Carolina has introduced a bill to authorize the Secretary of Commerce to transfer the Charleston, S. C., Army Base to the City of Charleston. The proposal has been referred to the commerce committee for study.

The bill directs Secretary of Commerce Roper to quitclaim the terminal properties with the exception of a stated portion marked for transfer to the War Department for its uses. The Port Utilities Committee of Charleston has had the property under lease from the United States Shipping Board since 1930.

A condition of the transfer

would empower the Government to take back the properties in the event of a national emergency requiring use of the facilities by the United States.

—James J. Butler.

Employment Wanted

BY warehouse executive. Fourteen years' experience in commercial, household goods and industrial warehousing. Aged 37.

Confident of complete satisfying and will consider anything anywhere.

Address Box XYZ, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

Alabama Would Create Trade Zone in Mobile

DISTRIBUTION AND WAREHOUSING'S
WASHINGTON BUREAU,
1223 National Press Building

THE Alabama State Docks Commission has filed a formal application with Secretary of Commerce Roper for a grant to establish a foreign trade zone at Mobile.

The proposal is to segregate and utilize a part of the Commission's \$10,000,000 terminal facilities as a foreign trade zone. The zone is the end of Pier "C," which would give a proposed area of 570 feet by 90 feet, with 58,000 square feet of storage space. Owned by the State, it is under the jurisdiction of the Commission.

The Foreign Trade Zones Board will analyze the application and the accompanying exhibits. Following this a public hearing will be held at Mobile at which time all proponents and opponents will have a chance to present their views.

—Edwin Hartrich.

Illinois Commission to Enforce Warehouse Law

The Illinois Commerce Commission announced on Dec. 29 that it would demand strict observance of the State Warehouse Act by all persons engaged in the business of storing personal property for hire.

Only a few down-State warehouses and several in Chicago were alleged to be operating illegally, according to the Commission, and injunction suits would be started against them if they persisted in refusing to comply with the law.

Failure of operators to furnish bond and obtain licenses would be the basis of the proceedings.

John D. Collier Dead; Traffic Authority Was Once With Warehousing

JOHN D. COLLIER, general traffic manager of the Wilson & Bennett Manufacturing Co., Chicago, makers of metal containers for oils, paints, etc., died in the Norwegian-American Hospital in Chicago on Jan. 17 after a brief illness.

Widely known to executives in warehousing, Mr. Collier was general traffic manager of Montgomery Ward & Co. in 1916, when that organization was using warehouses quite generally. When Distribution Service, Inc., was established in 1922, he served as its



The late John D. Collier

traffic counsellor, conducting surveys which had great influence in creating new accounts for the industry's operators. Later he was retained by a group of Chicago capitalists to organize and manage Westland Warehouses, Inc., Los Angeles. After a year in California he joined the Kalman Steel Co., Chicago, as traffic manager, and served in that capacity until Kalman Steel was taken over by the Bethlehem Steel Co. a few years ago.

When Allied Distribution, Inc., was organized by W. D. Leet in 1933, Mr. Collier became vice-president, resigning in 1935 to join Wilson & Bennett, which uses warehouses for distribution.

Mr. Collier had long been a member of the Traffic Club of Chicago. He was a Mason. Music

was his hobby and he sang in the Chicago Association of Commerce Glee Club for years. He was a lawyer, admitted to the bar in Illinois, and at one time practiced before the Interstate Commerce Commission. He was about 50 years old.

Peter F. Reilly Dies at 72; Brooklynite Had Introduced Several Novelties in Moving

PETER F. REILLY, credited with having introduced the closed type of moving vans on the streets of New York, and who had retired as head of Peter F. Reilly's Sons, a household goods and merchandise storage firm in Brooklyn, died on Jan. 18 at the age of 72.

A lifelong resident of Brooklyn, Mr. Reilly took over the business when his father, Peter F. Reilly, the founder, died in 1880. Shortly thereafter he began using closed vans; and as an advertising medium which proved invaluable to the company's growth, he had massive historical oil paintings placed on the sides of the trucks. These reproductions, copies by artists, illustrated Washington crossing the Delaware, the rescue of John Smith by Pocahontas, the making of the first American flag by Betsy Ross, Washington as a farmer, and the Battle of Lexington. Numerous men told Mr. Reilly that they had first acquired interest, when they were boys, in history by studying the immense paintings.

Coin Collector

Mr. Reilly's interest in such paintings was not confined to his business, as he maintained large collections of them at his Brooklyn and Long Island homes. He was a numismatist, owning thousands of American and foreign coins.

Each of Mr. Reilly's seven children was required to learn to play some musical instrument, and Sunday evening family concerts in his home were frequent. He contributed generously to musical organizations.

Mr. Reilly founded a local political club a half-century ago and was a member also of Knights of Columbus, Society of Old Brooklynites, St. Patrick's Society, and the Roman Catholic Orphanage Society.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

**Construction
Developments
Purchases, Etc.**

Alabama

AUBURN—Daniel T. Jones, supervising engineer at Alabama Polytechnic Institute, is in charge of a project to build and operate a group of fifteen 1-story cold storage warehouses in various parts of the State. Cost, more than \$100,000, is being financed with Federal aid.

Mobile—State Commission has awarded a contract for construction of a \$400,000 1-story cold storage warehouse at local docks.

California

Los Angeles—National Carloading Corporation has plans for a \$85,000 1-story warehouse, 50 by 400 feet, with loading dock, on Santa Fe Avenue near Third Street.

Georgia

Atlanta—Centennial Ice Co. has plans for a \$30,000 cold storage warehouse and ice plant 40 by 120 feet.

Illinois

Decatur—Decatur Warehouse Company has arranged for change in capital stock from \$5,000 to 150 shares of no par value stock.

Michigan

Bangor—Bangor Storage Co. has filed notice of company dissolution under State laws.

Minnesota

St. Paul—Metcalf Transfer & Storage Co., 718 East Minnehaha Street, has plans for a \$30,000 1-story building, on adjoining site, for garage service.

Nebraska

Beatrice—M. L. Rawlings, Wyomere, heads interests which plan to form a company to operate a proposed \$40,000 1-story cold storage warehouse and ice plant.

New Jersey

Bayonne—With financing through Federal aid the City Council plans to construct a \$5,500,000 waterfront marine terminal to include a group of 1-story warehouse and terminal buildings.

East Orange—Officers of the Meadowbrook Storage Warehouse Co. have organized Meadowbrook Storage Co., Inc., with capital of \$125,000, to take over and operate the present organization.

Elizabeth—Lincoln Tidewater Terminals, Inc., 17 State Street, will take over and operate the terminal warehouses and properties of Bayway Terminal, Elizabeth, in accordance with reorganization

plans of Bayway being concluded in the Federal Court.

Jersey City—Foreign Trade Zone Associates, Inc., 74 Trinity Place, New York City, has plans for a port terminal, in the Greenville district, fronting on Hudson River, the initial project to include a group of 1-story and multi-story warehouse buildings for both dry and cold storage service, together with docks, wharves and other terminal facilities. Ultimate project would cost in excess of \$20,000,000.

Ohio

Columbus—George Sellers, 35 East 16th Avenue, has awarded a contract for construction of a \$35,000 1½-story warehouse and freight terminal building, 40 by 200 feet, at Sixth and Neilson Streets.

Oregon

Portland—Portland Terminal Investment Co. has awarded a contract for construction of a \$160,000

POSITION WANTED

BY man who has had ten years' experience as van-driver and packer. In charge of warehouse for an independently-owned business. Now employed, and would like to make a change.

Have a clear record, and can give references as needed.

Address Box A-598 care of **Distribution and Warehousing**, 249 West 39th Street, New York City.

terminal warehouse building at 69 East Clark Street.

Pennsylvania

Pittsburgh—Trans-American Freight Lines, Inc., has opened a \$50,000 warehouse and terminal building at 27th and Smallman Streets.

Tennessee

Memphis—Abraham Brothers, operating a cold storage warehouse in the Hollywood district, have plans for a \$30,000 1-story addition.

Wisconsin

Madison—Union Transfer & Storage Company has filed plans for interior alterations and improvements, work to proceed at once. Estimate of cost not announced.

McCollum Joins South Side

M. G. McCollum, for fifteen years with the Perky Brothers Transfer & Storage Co., Inc., Kansas City, Mo., has entered partnership with G. T. Warren of the South Side Moving & Transfer Co., Kansas City.

**New Incorporations
as Announced Within
the Storage Industry**

California

LOS ANGELES—The Terminal, Inc. Warehouse and terminal. Capital not stated. Incorporators, Max W. Knell and Albert Knell. Representative, V. F. Collins, 111 West Seventh Street.

Illinois

Chicago—Kasen's Express & Van Co., Inc., 412 South Wood Street. Capital 50 shares of no par value stock. Incorporators, William Kasen, Werner Kasen and William Finn.

Michigan

Detroit—Bakers' Warehouse, Inc., 14th and Porter Streets. Cold storage warehousing. Nominal capital \$1,000. Principal incorporator, Abraham Olender, 8147 LaSalle Boulevard.

Missouri

Kansas City—American Industrial Warehouse Corporation. Capital \$50,000. Incorporators, E. J. Moss, 5212 Belleview Avenue, and V. E. Sims.

New York

Kingston—Sixth Avenue Storage Warehouse, Inc. Warehousing and trucking. Capital \$5,000. Incorporators, Maynard Mizel, 86 Smith Street, Kingston, and Bernard Mizel, 1516 55th Street, Brooklyn.

Long Island City—Martin Van Co., Inc. Nominal capital \$1,000. Incorporators, William Martin, 31-15 31st Street, Long Island City, and Herbert Reinhardt, 193-05 Cato Avenue, Hollis.

Long Island City—Rocco Van & Storage Corporation. Capital \$1,000. Incorporators, Conrad Dalvano and Herbert Sollen, 43-14 28th Avenue.

New York City—Argo Terminals, Inc. Warehouse and terminal. Capital 1,250 shares of no par value stock. Incorporators, John B. Kelley, 132 Front Street, and Alfred H. Hart.

New York City—M. & H. Warehouse Corporation. Warehousing and trucking. Capital 100 shares of no par value stock. Representative, Philip L. Leit, 122 East 42nd Street.

Norwich—Frank Zuber Trucking Corporation. Warehousing, trucking and hauling. Capital \$100,000. Principal incorporators, Frank Zuber, 100 North Broad Street.

North Carolina

Gastonia—Neal Hawkins Transfer Co., Inc. Capital \$50,000. Incorporators, Neal Hawkins and W. H. Wilson.

WHERE TO BUY



The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help you

save and earn more in the operation of your business. Should you not find listed or advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the maker's name and address.

Our desire is to serve you in every way we can.



DISTRIBUTION AND WAREHOUSING

The Business Paper of the Warehouse Industry

249 West 39th Street
New York

NEW PRODUCTS

New Engine Filter for Diesel
Fuel Oils

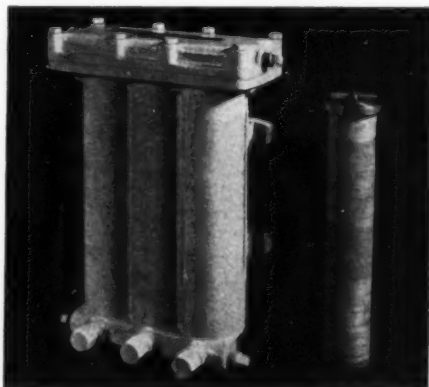
A FILTER designed for the purification of fuel oil used in Diesel engines is announced by Skinner.

This filter is entirely new both in design and operation, employing the principle of edge filtration as used in the well-known stream-line filter for lubricating oils in the automotive, diesel engine, and industrial fields generally.

The manufacturer claims many advantages for this filter in addition to the high degree of purification effected, among which are, (1) positive removal of all contaminants in the oil, insuring perfectly pure fuel oil, and constant freedom from wear of the injector pump parts, (2) no frequent inspection or replacement of the filtering element, (3) cleaning the filter while the engine is in operation, (4) automatic operation.

The illustration herewith of this Type F-3 Stream-Line filter, and one of the filter packs graphically shows the means of purifying the fuel oil.

The fuel transfer pump discharge is connected to the lower



header shown, delivering oil at the required pressure into the filter-shell, where it passes between, not through, the hundreds of specially prepared paper discs, which compose the elements or filter packs.

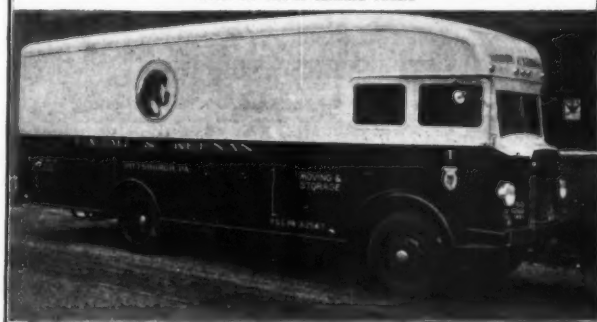
The oil passes into a central hole of each pack, and is discharged into the filter head which is connected to the discharge

WHERE TO BUY

BODIES (Van)

Burch Body Co.; Rockford, Mich.
Cook Wagon Works, Inc., A. E.; 77 E. North St., Buffalo, N. Y.
Donigan & Nielson; 743-747 Third Ave., Brooklyn, N. Y.
Gerstenslager Co.; Wooster, Ohio.
Guedelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.
Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.
Herman Body Co.; 4420 Clayton Ave., St. Louis, Mo.
(See advertisement elsewhere in this issue)
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.
Proctor-Keefe Body Co.; 7741 Dix Ave., Detroit, Mich.
Rosman Metal Body Co.; 11-15 Broadway, Long Island City, N. Y.
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.

MODERN BODIES of FINEST CONSTRUCTION THE GERSTENSLAGER CO. - Wooster, Ohio 75 YEARS OF BUILDING JUST GOOD BODIES—NOTHING ELSE Write for list of satisfied owners



BOXES, (Moving)

Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.
Byrnes, Inc., W. L.; 446-448 E. 134th St., New York, N. Y. (Piano)
Eclipse Box & Lumber Co.; 13-15 Charles St., Brooklyn, N. Y.
Lewis Co., G. B.; Watertown, Wis.
Miami Mfg. Co.; Peru, Ind.

BOX STRAPPING (Machines and Supplies)

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.
Cary Products Co., Inc.; 126 Nassau St., Brooklyn, N. Y.
Harvey Spring & Forging Co.; Racine, Wis.
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.
Stanley Works; Grove Hill & Lake St., New Britain, Conn.

BRINE

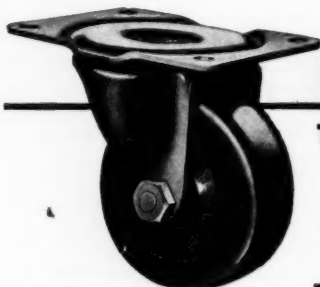
Solvay Sales Corp.; 40 Rector St., New York, N. Y.

CARPET CLEANING EQUIPMENT

American Laundry Mch. Co.; Norwood Sta., Cincinnati, Ohio.
Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary.)
Cleveland Rug Cleaning Mch. Co.; East 55th St. & Erie R.R., Cleveland, Ohio.
Electric Rotary Mch. Co.; 3246 W. Lake St., Chicago, Ill.
Kent Co., Inc.; 542 Donald St., Rome, N. Y. (Shampooing equipment.)
Superior Rug Mch. Co.; 2354 Ordway Ave., Chicago, Ill.
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Connersville, Ind.

CASTERS (Truck)

American Caster Co.; P. O. Box 524, Hamilton, Ohio.
Bassick Co.; 38 Austin St., Bridgeport, Conn.
Bond Foundry & Mch. Co.; Manheim, Lancaster County, Pa.
Clark Co., George F.; 4 Canal St., Windsor Locks, Conn.
Colson Corp.; Box 550, Elyria, Ohio.
Darnell Corp., Ltd.; 3517 E. 11th St., Long Beach, Cal.
Divine Bros.; 101 Whitesboro St., Utica, N. Y.
Fairbanks Co.; 398 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Faultless Caster Co.; 1521 No. Garvin St., Evansville, Ind.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Lansing Co.; 602 Cedar St., Lansing, Mich.
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.
New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.
Netting Truck Co.; 252 W. Kinzie St., Chicago, Ill.
Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.
Phoenix Caster Co.; Hamilton, Ohio.
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.



No. 3616 or 3619 steel ball bearing swivel with Atlasite or Baco composition wheels.
THE IDEAL DOLLIE CASTERS

Bassick

TRUCK CASTERS

Over 456 sizes and types, from 2" to 10" diameter wheels—for every class of service.

THE BASSICK COMPANY
Bridgeport Connecticut

CLOCKS (Time and Watchmen's)

Detex Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)
Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.
Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

CONTAINERS (Shipping)

Bird & Son, Inc.; Mill St., East Walpole, Mass.
Hummel & Downing; Milwaukee, Wis.
King Stge. Whse., Inc.; Erie Blvd. & S. West St., Syracuse, N. Y.
Lewis Co., G. B.; Watertown, Wis.

CONVEYORS

Alvey-Ferguson Co.; 75 Biscay Ave., Cincinnati, Ohio. (Gravity)
Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)
Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)
Clark Tractor Co.; Battle Creek, Mich.
Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
Link-Belt Co.; 300 W. Pershing Rd., Chicago, Ill. (Portable and gravity)
McKinney-Harrington Conveyor Co.; 1514 W. 22nd, North Chicago, Ill. (Portable and stationary)
Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)
Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)

CORDAGE

Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (Flat)
(See advertisement elsewhere in this issue.)

COVERS (Paper Furniture)

Ace Paper Co., Inc.; 127 Bleecker St., New York, N. Y.
Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.

line to the injector pump. The impurities which are removed in the filtering process collect at the surface of the packs, and do not penetrate into the pack, or between the discs. It will be appreciated, how thoroughly the oil is purified by this method, in realizing that the maximum space between the discs which compose the packs is less than 1/250,000 of an inch.

Operation of the filter continues indefinitely until the percentage of impurities removed from the oil offers such resistance to normal flow as to retard capacity when the filter is then cleaned.

This is accomplished by opening, in turn, each of the three nuts on the bottom header. As the nut is partially unscrewed, the discharge from the transfer pump to that particular chamber is temporarily cut out of service, while the other two continue in operation. At the same time, the reverse pressure of oil in the filter head discharges clean oil back through the inside of the packs, washing the impurities from the surface. The cleaning operation requires only a few ounces of oil to remove all of the solid impurities, and which are drained into a small container, or on the ground. The filter is then ready for service again, without having stopped the engine.

It is not required to frequently clean the filter, but the interval will be determined entirely by the amount of impurities which are removed.

When furnished for Diesel engines now in service, the filter is ready to connect to present lines to the injector, and is supplied with supporting lugs cast integral with the filter-shell. Approximate dimensions are: 6 3/4" wide, 11 1/4" high, 2 1/4" front to back.

The Type F-3 stream-line filter has been developed after exhaustive research to remove all impurities from fuel oil, even when such impurities are microscopic or of the colloidal order, furnishing what is considered as the highest degree of purification commercially known for this type of service.

An example of this is reported in an extended test made in cooperation with a prominent manufacturer of injector pumps, wherein it was desired to prove that the successful purification of the fuel oil would eliminate wear upon the injector pump. After one hundred and fifteen million impulses of the injector, no wear was evident. This is considered equal to operating a Diesel engine for about 100,000 miles. No attention was given the stream-line filter other than for cleaning purposes.

Skinner will also market another type of the fuel oil filter, using an alternate to the cleaning arrangement described in the form of a small pump which will replace the back-pressure flow of filtered oil for those fuels which are heavier than the normal fuel distillates. Maker, Skinner Purifiers, Inc., Detroit. Distribution and Warehousing.

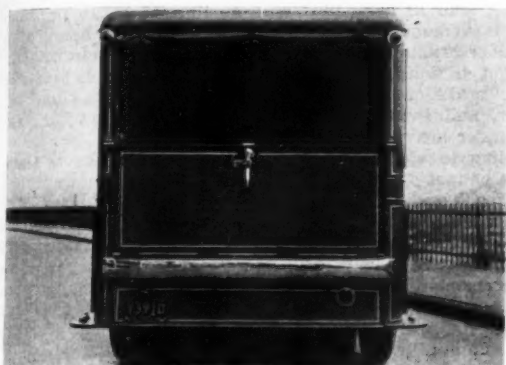
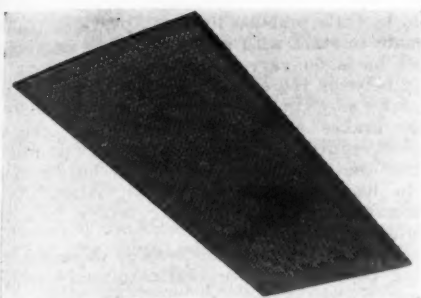
Met-L-Wood Tailgates Lower Repair Costs

BESIDES being lighter in weight and much stronger than usual, this new tailgate has other features, such as improved appearance, safety, moderate cost and durability. No exposed wood surface exists in its design.

Met-L-Wood tailgate weight is approximately 7 lbs. per square foot and while not the lightest obtainable it combines light weight with moderate cost. With greater durability, these features alone tend to minimize repair costs. The over-all thickness is 1 inch at the edge.

The tread is slip-proof in four directions, thus making for





safety. Another feature is a reinforcement by a heavy $\frac{1}{4}$ by $\frac{1}{2}$ -inch channel around the entire tailgate. No further reinforcement is needed on the short dimension. When chain pipe is not used, it is recommended that a $1\frac{1}{2}$ by $1\frac{1}{2}$ -inch, 3/16 or $\frac{1}{4}$ -inch angle be added. Maker, Met-L-Wood Corp., Chicago.

Synchronizer for Tractor and Trailer Brakes

A SIMPLE control, by means of which trailer brakes can be instantly adjusted in accordance with the load being carried.

Mounted on the dash of the tractor it is readily accessible to the driver's hand and can be operated without stopping the vehicle train. In operation, it controls at the option of the driver the pressure admitted to the trailer brakes, so that trailer and tractor can be completely balanced as to braking effort under all conditions.

While the device could be applied to trucks also, it is needed



mainly in the trailer field. Legislative demand that trailers be equipped with brakes has resulted in many an operating headache.

If trailers were always being operated with rated loads,

COVERS (Piano)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)
Iden Warehouse Supply Co.; 554 Washington Blvd., Chicago, Ill.
New Haven Quilt & Pad Co.; 80-88 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)
Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

COVERS (Truck) (Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.
Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.
Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.
Channon Co., H.; 149 N. Market St., Chicago, Ill.
Des Moines Tent & Awning Co.; 513 Walnut St., Des Moines, Iowa.
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)
Hoeger Co., Inc., Wm. H.; 138 S. Main St., Los Angeles, Cal.
Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.
Iden Warehouse Supply Co.; 554 Washington Blvd., Chicago, Ill.
Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)
Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.
The Wagner Awning & Mfg. Co.; 2658 Scranton Road, Cleveland, Ohio.

DOLLIES

De Boer Mfg. Co., Inc.; Syracuse, N. Y.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
International Engineering, Inc.; 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)
Nutting Truck Co.; 252 Kinzie St., Chicago, Ill.
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.

ARE YOU USING MODERN WAYS OR OXCART AGE OLD METHODS IN YOUR SALES ROOMS AND WAREHOUSE?

Write for
Complete
Set of Prints
with All
Information
for Furniture
Sales Rooms
and Ware-
house
Accessories



DE BOER MFG. CO., INC.
SYRACUSE, N. Y.

Makers of the Famous De Boer Patented Short Bed Rails

DOORS (Elevator and Fire)

California Fpt. Door Co.; 1919 E. 51st St., Los Angeles, Cal. (Fire)
Harris-Prehle Door Co.; 225 N. LaSalle St., Chicago, Ill. (Fire)
Kinnear Mfg. Co.; 1270 Fields Ave., Columbus, Ohio. (Fire)
National Refrigerator Co.; 827 Koelin Ave., St. Louis, Mo. (Cold stge.)
Pelle Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)
Richmond Fpt. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)
Security Fire & Door Co.; 2044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)
Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)
Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill. (Cold stge. and fire)
Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)

ELEVATORS

Alvey-Ferguson Co., Inc.; 75 Blaney Ave., Oakley, Cincinnati, Ohio.
Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)
Otis Elevator Co.; Eleventh Ave. & 26th St., New York, N. Y.
Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

ELEVATORS (Portable)

Barrett-Cravens Co.; 2264 West 30th St., Chicago, Ill.
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.
Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.
Link-Belt Co.; 2045 Hunting Park Ave., Philadelphia, Pa.

EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.
American Excelsior Corp., 1000-1020 N. Halsted St., Chicago, Ill.
Orange Mfg. Co.; Edand, N. C.
Phillips Excelsior Co.; Chattanooga, Tenn.
Sheboygan Pad Co.; 1801-5 Erie Ave., Sheboygan, Wis.

EXTINGUISHERS (Fire)

American-La France and Foamite Corp.; 100 E. La France St., Elmira, N. Y.
Elkhart Brass Mfg. Co.; 1302 W. Beardsley Ave., Elkhart, Ind.
Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.
Pacific Fire Extinguisher Co.; 142 9th St., San Francisco, Cal.
Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.
Safety Fire Extinguisher Co.; 290 Seventh Ave., New York, N. Y.
Solvay Sales Corp.; 40 Rector St., New York, N. Y.

FANS (Industrial Ventilation)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
(See advertisement elsewhere in this issue.)

FLOOR REPAIRING MATERIAL

Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio.

FUMIGATING EQUIPMENT

Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

HOISTS (Chain and Electric)

Alloy Steel & Metals, Inc., 1862 East 65th St., Los Angeles, Calif. (5 Ton Hand Hoist)
Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia, (Elec.)
Chisholm-Moore Hoist Corp.; 4036 Lakeside Ave., Cleveland, Ohio. (Chain)
Harnischfeger Corp., 4401 West National Ave., Milwaukee, Wis. (Chain and elec.)
Harrington Co.; Callowhill & 17th St., Philadelphia, Pa. (Chain and elec.)
Hobbs Co., Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass. (Chain and elec.)
Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and elec.)
Roeper Crane & Hoist Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)
Wright Mfg. Co.; York, Pa. (Chain)
Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa. (Chain and elec.)

INSECTICIDES

Barrett Co.; 40 Rector St., New York, N. Y.
Carbide & Carbon Chemicals Corp., 30 E. 42nd St., New York, N. Y. (Gas)
Cenol Co., Dept. M; 4250-56 No. Crawford Ave., Chicago, Ill.
Enos Chemical Co.; 2480 Indiana Ave., Chicago, Ill.
Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.
Gretsch & Co., Inc., Ralph; 1150 Broadway, New York, N. Y.
Michigan Alkali Co.; 60 E. 42nd St., New York, N. Y.
Midway Chemical Co., 5235-5259 W. 65th St., Chicago, Ill.
National Home Sanitation Co., Dept. AA, 627 First Ave., North, Minneapolis, Minn.
Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)
Wizard, Inc., 5235-5259 W. 65th St., Chicago, Ill.

NAPHTHALENE FLAKES

Barrett Co.; 40 Rector St., New York, N. Y.
Gretsch & Co., Inc., Ralph; 1150 Broadway, New York, N. Y.
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

Next year's biggest customer may be this year's least known prospect—
D & W will preserve your contact between these periods.

there would be little problem involved, provided trailer brakes were adequate to start with and would stay that way. However, trailer loads do vary both between different trips and particularly between the outward (loaded) trip and the return empty or partly so.

If trailer brakes are designed to supply the necessary braking effort with capacity load, the trailer will be over-braked when the load is reduced, or when running empty, resulting in loss of adequate control, jack-knifing of the trailer, excessive tire wear, and frequently fifth wheel and coupling failures, etc.

The reason for this is easily understood when it is considered that braking capacity required varies directly with the load to be braked. If you double the load, you double the braking effort needed for the same amount of retarding effort. If you cut the load in half, the same amount of pedal pressure or pedal movement will double the braking power being exerted.

"Under-braking" of trailers is similarly undesirable. In addition to inadequate braking for heavy loads, insufficient trailer brake capacity frequently results in "snaking" of the trailer, and sometimes even in buckling of tractor frames, etc., under heavy brake applications.

Adding to operating difficulties in this respect is that the driver cannot "feel" trailer brakes in the same way that he can "feel" brakes on trucks, passenger cars or buses.

With the new Linderman devices both over and under-braking of trailers are eliminated, since the device permits equipping trailers with brakes having in themselves adequate and permanent capacity to take care of the maximum possible loads to be expected. Today this is not always the practice in view of the aforementioned difficulties with over-braked light running trailers.

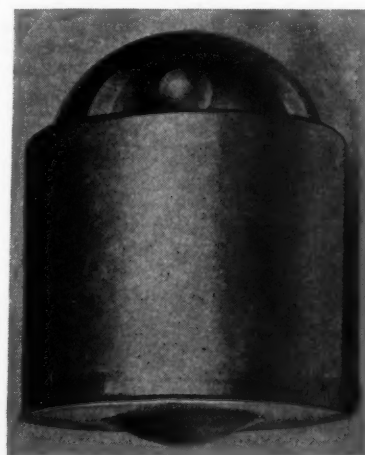
Then, with such reserve capacity brakes, the amount of braking effort desired for any condition of load can be definitely regulated with the Linderman dash control, and the tractor and trailer completely balanced as to braking effort. Maker, Linderman Devices, Detroit. *Distribution and Warehousing.*

Turnsignal Flare Develops

Own Electricity

MADE under the Winckler exclusive license, this electric flare has full strength at all times regardless of its age as there is no deterioration through non-use.

It is a sealed unit approximately 4 in. high and 3½ in. in diameter. It does not depend upon external materials such as batteries, and is unaffected by heat, cold or moisture.



The flare consists of a lamp circuit connected to a battery or cells of the "reserve" type, which is an inactive form of cell having no electrolyte. The latter is stored within the unit in a vitreous container which has a slight protrusion at the bottom of the unit. To get light, it is merely necessary to strike this convex protrusion a blow sufficiently hard to dent it, thus breaking the vitreous container. The light will then burn 36 hours. Maker, Turnsignal Corp., Philadelphia. *Distribution and Warehousing.*

New Large Area Garage Heater Uses Steam and Electricity

WHAT is said to be an entirely new principle in heating large areas such as garages is found in the Wing type G heater.

It consists of combined electric and steam directional heater, compact in size and simple in construction. The heat is supplied from existing steam lines.

An especially powerful fan driven by a small motor draws a large volume of air through the highly efficient copper coil and gives it the high velocity downward direction and penetration.

It is exceptionally compact allowing all pipe lines to be carried close to the ceiling.

When properly located this type of heater, it is claimed, keeps the aisles and the front and under parts of the cars warm—just where the heat is most needed by delivering a



high velocity conical column of air downward in such manner that it strikes the floor and rolls along in every direction.

It is further claimed that this system permits the maintaining of fuel saving "safe temperature" at night and then quickly brings it up to a comfortable working temperature in the morning.

It can be conveniently adjusted to the job it is to do. The amount of heat may be reduced, though the air volume and velocity which gives it the penetrating effect remain unchanged—when boiler capacity is limited it can be adjusted to use just the amount of steam that is available. Maker, L. J. Wing Mfg. Co., New York City. Distribution and Warehousing.

Anti-Freeze Fire Extinguisher Has Novel Operating Features

THE Arctic anti-freeze fire extinguisher recently appearing on the market has a novel method of controlling the gas which expels the anti-freeze liquid.

When the extinguisher is inverted and bumped, carbon dioxide gas is released from a steel cylinder and expels the liquid.

The anti-freeze type of extinguisher utilizing a carbon dioxide expelling cylinder has been offered by the American-



LaFrance & Foamite Corp. since 1909. The present Arctic is the latest development of this type.

The rate of discharge from the expelling cylinder is regulated automatically. When the pressure is high, as in the early part of the discharge, the outlet is small. When the

PADS (Canvas Loading)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.

Getch Co., Walter M., 680 W. Adams St., Chicago, Ill.

Hen Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.

Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.

IRON HORSE



Reg. U. S. Pat. Off.

FURNITURE PADS

Always improving values through nineteen years of honest service.

Cut sizes 36 x 72, 54 x 72, 72 x 72, 80 x 72.

Write for prices and samples.

Van Linings

Grand Covers Tietape

CANVAS SPECIALTY CO., Inc. 90 Grand St., N.Y.C.



Fulco

gilt-edge

FURNITURE PADS

and TARPULINS

The best buy in Furniture Pads on the market today! FULCO is the quality pad with our special non-lump filler and reinforced Fulco Gilt Edge webbing ends. You will find FULCO PADS a real economy for both truck and warehouse use—give better protection—last longer.

Write today for 1936 prices on FULCO PADS, FULTEX and SHUREDRY TARPULINS (standard weather protection equipment for open trucks), REFRIGERATOR COVERS, RADIO COVERS, WIPING CLOTHS, BURLAP, and WRAPPING TWINE.

Fulton Bag & Cotton Mills

Manufacturers Since 1870

ATLANTA

ST. LOUIS

DALLAS

MINNEAPOLIS

BROOKLYN

NEW ORLEANS

KANSAS CITY, KAN.

PIONEER

VAN PADS



●Are more economical. Safer and the surest travel insurance.

Made of new cotton and jute. Covered with heavy cotton drill and zig zag stitched to prevent slipping and packing.

In addition to Van Pads there are form fitting Pioneers to fit all pieces of furniture. 68" x 80" Pioneer Van Pads \$23.00 per doz.

LOUISVILLE BEDDING COMPANY, Inc.

Preston & Market Sts.
LOUISVILLE, KY.

The largest institutions are generally the largest advertisers — advertising made them large.

PADS (Canvas Loading)—Continued

Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.
New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.
Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.
Wagner Awning & Mfg. Co.; 2658 Scranton Rd., Cleveland, Ohio.
Western Felt Works; 4029 Ogden Ave., Chicago, Ill.

**one
PAD
*FREE!**

**our 25th anniversary
GIFT to YOU**

With each order of 24 SUPERIOR
DREADNAUGHT CROSS-STITCHED
PADS

72x80 Inches cut size..... @ \$23.50 Doz.
72x72 Inches cut size..... @ \$22.50 Doz.
54x72 Inches cut size..... @ \$18.50 Doz.
36x72 Inches cut size..... @ \$12.50 Doz.

***OFFER LIMITED BUY NOW**

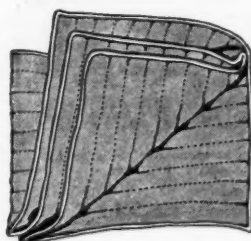
America's Largest Pad Manufacturers Since 1911

New Haven Quilt & Pad Co.

82-86 Franklin St.

New Haven

Connecticut



**Tarpaulins
Truck Covers
Awnings**

**POWCO
FURNITURE PADS**

CUT SIZE { 72 x 36"
72 x 54"
72 x 72"
72 x 80"

Quality pads, extra heavy cover, bound on all four sides, which means twice the service; lock-stitched, not chain stitched, prevents raveling.

Filler laid one way, stitched the opposite, prevents "thinning out" or "lumping." Made with cotton filler gives extra thickness and permanent body.

Furniture Taps, 1 1/2" wide, Rolls of 27 yards.

**POWERS & CO. REED ST. 25TH TO 26TH
PHILADELPHIA**

PADS (Excelsior Wrapping)

American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.
Dale Bros. Excelsior Pad Co.; 1659 Plainfield Ave., N. E., Grand Rapids, Mich.
Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.
Sheboygan Pad Co.; 1201-5 Erie Ave., Sheboygan, Wis.
Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.

PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue)

pressure is low, during the latter part of the discharge, the orifice is larger.

This close regulation is made possible because the carbon dioxide is released in the gaseous form, a basic principle of the Arctic since its inception. For the same rate of carbon dioxide discharge, an orifice can be three times as large for the gaseous as for the liquid state. Incidentally, the larger orifice reduces the possibility of clogging.

The self-expelling feature, rather rare in anti-freeze extinguishers, in contrast to the hand-pump type extinguisher, makes the Arctic a more efficient device. Not only can the operator move around more freely but his attention is not distracted by pumping. As it resembles in appearance the conventional type of tip-over extinguisher, the method of operation is grasped instantly by the operator.

In the new Monotype extinguisher construction used in the Arctic, the entire shell and dome are drawn from one sheet of metal without side or dome seams. Although the charged extinguisher is 10 per cent lighter in weight, the ultimate bursting pressure is 30 per cent higher than ordinary fabricated extinguishers.

The Arctic extinguisher does not freeze at temperatures as low as 40° F. below zero. Annual recharging is not necessary—only an annual inspection when the cylinder is weighed and water added to replace that which has evaporated. Maker, American-LaFrance & Foamite Corp., Elmira, N. Y. *Distribution and Warehousing.*

Complete All-Wrench Set
for Mechanics

A CAREFULLY selected set of 85 pieces, containing sockets, drives, box, tappet and open-end wrenches. There are wrenches to take care of every nut and bolt encountered on



automotive repair jobs, from the smallest passenger car to the largest truck. Maker, Bonney Forge and Tool Works, Allentown, Pa. *Distribution and Warehousing.*

Tire Composition Prevents
Leaks and Blow-Outs

A COMPOSITION that makes the tread and shoulders of tires 100 per cent puncture-proof has been announced under the name of "Tire-Saver."

It is claimed that this composition, developed on an entirely new principle, will stop and prevent leaks in inner tubes for the life of the tube. It will also prevent a quick blow-out. It consists of crystals and liquid which are injected into the inner tube. It is absolutely harmless. Only one treatment is needed. Patches are dispensed with.

It has been demonstrated that this composition protects the tread and shoulders of the tire from punctures as large as 1/2 inch. It will not freeze, sour, cake, dry or wad and actually prevents a tube from becoming porous. It is not a sticky substance and will not force itself through the inner tube nor adhere to the outer shoe. It has been tested successfully for over 1 year and can be depended upon to function effectively.

Available in bulk and package. Maker, Tire-Saver, New York City. *Distribution and Warehousing.*

New Goodrich Battery

Container

A NEW and improved type of container for automobile storage batteries. The container is now being used in the Electro-Pak line of batteries, manufactured and sold by Goodrich. Patent examiners approved six features of originality in the container.

Principal feature is the top cover. It is designed so the three vent caps ordinarily removed for testing the battery or filling it with water are used to hold the cover in place. Any side-slip by the cover is prevented by stub handles on the container's ends fitting into grooves of the cover.

The cover also is constructed to permit the cable connection being made by passing the cable through an aperture after a small section of the hard rubber cover has been removed by a pair of pliers, or ground down on an emery wheel. Cover sections through which the cable passes are reinforced on each side of these apertures.

Elimination of hazards to the battery by short circuits across its top, often caused when some metal part drops across the cell connectors or terminal posts, is one of the major advantages of the container cover. It also keeps the battery surface free from moisture or dirt, thus preventing power loss and corrosion around the terminal posts. Made by B. F. Goodrich Co., Akron. *Distribution and Warehousing.*

New Oxweld Cutting Blowpipe

Uses Less Oxygen

KNOWN as Oxweld Type C-24 and designed essentially to serve as a general-duty cutting blowpipe, but capable of doing heavier work if necessary. Will operate with less oxygen pressure than any preceding model of same make.

Outstanding features include an entirely new design of cutting oxygen valve, the valve being placed in an easily accessible position; a long external cutting valve lever which makes valve easy to operate with hand in normal gripping position; nozzles with seat protectors; closer spacing of heating orifices about the cutting oxygen opening; new nozzle sizes; interchangeable large-capacity ball-type inlet-needle valves; and interchangeable low-pressure injector or medium-pressure mixer. Maker, Linde Air Products Co., New York City. *Distribution and Warehousing.*

Flashing Light Bulb

for Signal

A NOVEL and practical safety aid for stop and signal lamps. Constantly blinks while in operation. Trade name is Winx.

It is a complete unit and is installed by the simple operation of replacing an ordinary bulb.

When a direction signal or stop light is operated, Winx



flashes an intermittent beam, greatly increasing the attention value, thereby promoting safety.

The operating mechanism is extremely simple. It is contained in a small collar at the base of the bulb. The principle is new, differing from the bimetallic thermostat. Winx is positive in operation, starts instantly, consumes less current and lasts longer than ordinary bulbs. Maker, Tung-Sol Lamp Works, Newark, N. J. *Distribution and Warehousing.*

Distribution and Warehousing, February, 1936

PAPER PACKING MATERIALS

Ace Paper Co., Inc.; 127 Bleeker St., New York, N. Y.
Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.
Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.
Pulcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.

PAPER (Tar)

Gretsch & Co., Inc.; Ralph; 1150 Broadway, New York, N. Y.
White Tar Co.; Dept. W, Belleville Turnpike, Kearny, N. J.

KNOCKS MOTHS

Cold!

Use any tight space in your warehouse and liberal quantities of . . .

WHITE TAR NAPHTHALENE BALLS or FLAKES

Available in boxes, cartons, barrels.

Write for Prices Today!



THE WHITE TAR COMPANY
OF NEW JERSEY, INC.

(A Subsidiary of the Koppers Co.)

Belleville Turnpike

Kearny, N. J.

PARTITIONS (Steel)

Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.
Hauserman Co.; E. F.; 6991 Grant Ave., Cleveland, Ohio.
Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.
Page Fence Assn.; Dept. Z, 520 N. Michigan Ave., Chicago, Ill.
Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.

PIANO DERRICKS AND TRUCKS

Fairbanks Co.; 398 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.
Self-Lifting Piano Truck Co.; Findlay, Ohio.
(See advertisement elsewhere in this issue.)

RACKS (Storage)

Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.
Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.
Lyon-Metal Products, Inc.; Drawer 480, Aurora, Ill.
Medart Mfg. Co.; Fred; Pontiac & DeKalb Sts., St. Louis, Mo.

RECORDERS (Motor Truck)

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.
Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.
Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.
Stewart-Warner Alameda Corp.; 1828 Diversway Blvd., Chicago, Ill.
T. R. Fare Recording Co., Inc.; 511 W. 54th St., New York, N. Y.
Veeder Mfg. Co.; 54 Sargent St., Hartford, Conn.

REFRIGERATION (Truck Body)

B & J Trailer Co., 3913 Michigan Ave., Chicago, Ill.
Fruehauf Trailer Co., 10940 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
 International Carbonic, Inc., 60 East 42nd St., N. Y. (Carbon Dioxide)
 International Harvester Co. of Am.; 606 S. Michigan Ave., Chicago, Ill.
 Liquid Carbonic Co., 3100 S. Kedzie Ave., Chicago, Ill. (Carbon Dioxide)
 Mack Trucks, Inc., 25 Broadway, New York, N. Y.
 Reo Motor Car Co.; 1531 S. Washington Ave., Lansing, Mich.

SAWS (Portable Machine)


Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
 Kennedy, Ralph M.; 111 N. Seventh St., Philadelphia, Pa.
 Leach Co.; S. Main & Sixth Sts., Oshkosh, Wis.
 Lippert Saw Co., E. T.; 608 Lincoln Ave., Millvale, Pittsburgh, Pa.
 Onan & Sons, D. W.; 45 Royalston Ave., Minneapolis, Minn.
 Skilsaw, Inc.; 8310 Elston Ave., Chicago, Ill.
 Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.

SCALES

Dayton Scale Co.; Dayton, Ohio.
 Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.
 Gaston Scale Co.; Beloit, Wis.
 Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.
 Toledo Scale Co.; Toledo, Ohio.

SIGNALS

Turn Signal Corp.; 400 E. Rittenhouse Ave., Phila., Pa.



A paying investment.
 Watch for this trademark.

TURN SIGNAL
 CORPORATION

400 E. Rittenhouse St., (Germantown) Phila., Pa.

STENCIL CUTTING MACHINES

Bradley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y.
 Diagraph Stencil Mch. Corp.; 2913 Clark Ave., St. Louis, Mo.
 Ideal Stencil Mch. Co.; 22 Ideal Block, Belleville, Ill.
 Marsh Stencil Mch. Co.; 35 March Bldg., Belleville, Ill.

TIRES (Industrial Truck)

General Tire & Rubber Co.; E. Market St., Akron, Ohio.
(See advertisement elsewhere in this issue.)
 Goodrich Rubber Co.; R. F.; Akron, Ohio.
 Goodyear Tire & Rubber Co.; 7144 E. Market St., Akron, Ohio.

TIRES (Motor Truck)

Firestone Tire & Rubber Co.; So. Main St., Akron, Ohio.
 General Tire & Rubber Co.; E. Market St., Akron, Ohio.
(See advertisement elsewhere in this issue.)
 Goodrich Tire & Rubber Co.; B. F.; Akron, Ohio.
 Goodyear Tire & Rubber Co.; 7144 E. Market St., Akron, Ohio.
 Kelly-Springfield Tire Co.; 405 Lexington Ave., New York, N. Y.
 Mobvut Rubber Co.; 1235 Second Ave., Akron, Ohio.
 Seiberling Rubber Co.; Akron, Ohio.
 United States Rubber Co.; 1790 Broadway, New York, N. Y.

TRAILERS (Motor Truck)

B & J Trailer Co.; 3913 Michigan Ave., Chicago, Ill.
Fruehauf Trailer Co.; 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
 Herman Body Co.; 4420 Clayton Ave., St. Louis, Mo.
(See advertisement elsewhere in this issue.)
 Highway Trailer Co.; Edgerton, Wis.
 Stoughton Co.; Stoughton, Wis.
 Trailer Co. of America; 51st and Robertson, Cincinnati, Ohio.
 Utility Trailer Mfg. Co.; Box 1407, Arcade Station, Los Angeles, Cal.

New Goodrich Tires for
 1/2 and 1 1/2-Tonners

A NEW line of tires for 1/2-ton and 1 1/2-ton trucks in city delivery service is announced by Goodrich.

Known as the "Store-Door" Silvertown, the new tire is specially designed for types of delivery service which call for a large number of stops and starts.

Sizes range from the one with carrying capacity of 1,050 pounds to one with capacity of 2,200 pounds. Sizes are 6.00-16; 5.25-17; 5.50-17; 5.25-18; 5.50-18; 30 by 5; 6.50-20; 32 by 6; 7.00-20 and 7.50-20.

It is claimed by the manufacturer that this tire will "save thousands of dollars annually for operators whose service demands many store-door deliveries."

Average weight of tread is 47 per cent greater than that of a comparable size ordinary tire; tread design depth and tread width average 30 per cent greater, and the actual rubber contact area with pavement 42 per cent greater.

Ruggedness, with the extra thickness to prevent many ordinary punctures, will cut down road delays, make necessary fewer tire changes and give greater non-skid mileage for the particular type of service for which the tires are built. *Distribution and Warehousing.*

Burgess Acoustic Communication
 Booth

A NEW type of telephone booth, built on the principle of absorbing extraneous sounds rather than blocking them, similar to the same Burgess acoustic treatment applied in the past in airplane cabins, motor truck cabs, automotive mufflers, etc.

This new type of booth differs from wooden booths in that its interior is faced with the acoustic treatment, a perforated



metal sheet backed with balsam wool. The perforated metal facing may be washed easily.

One of the new features is the absence of the door, made possible by the fact that the lining deadens extraneous sounds more effectively than a closed door, and the speaker's voice is not transmitted beyond the booth. Extraneous noises, such as originate on loading platforms or where mechanical equipment may be working, are instantly absorbed, producing within the booth a space of comparative silence. Designed by the Acoustic Division of the Burgess Battery Co., Madison, Wis. *Distribution and Warehousing.*

TRUCKS (Hand)

American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa.
(All steel stevedore)
Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill. (Lift, stevedore and platform)
Belasco Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)
Case Eddy & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.
Columb Corp.; Box 550, Elyria, Ohio. (Platform and stevedore)
Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)
Fairbanks Co.; 398 Lafayette St., New York, N. Y.
(Lift, platform and stevedore)
Globe View & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.
Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.
International Engineering, Inc.; 1145 Bolander Ave., Dayton, Ohio.
Jarvis & Jarvis, Inc.; 200 S. Main St., Palmer, Mass.
Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)
Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)
McKinney Mfg. Co.; Liverpool & Metropolitan Sta., Pittsburgh, Pa. (Stevedore)
Marion Malleable Iron Works; Box 699, 928 Miller Ave., Marion, Ind. (Dolly)
Murray Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.
Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.
Rutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform and stevedore)
Saginaw Stamping & Tool Co.; Saginaw, Mich.
Self-Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.
Swick & Bro., A.; 318 Eighth St., Oshkosh, Wis.
Tucker & Dorey Mfg. Co.; Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)

MODERNIZE with these trucks

X75. Refrigerator Truck fits all cabinets. Prevents damaging cabinet, floor or walls. Only needs touch cabinet. Heavy duty all steel frame. One truck with top casters and handles for tilting and rolling into vehicles and on stairs. Complete set \$54.50. Ball bearing swivel casters on one end \$5 extra.



Balance Refrigerator Truck. Also ideal for heavy boxes, crates, stores and furniture. Padded nosepiece. \$23.

New Buckeye Bill Piano Truck—Heavy Duty. Center wheel allows balancing and turning without lifting. Handles uprights, grates and baby grates easily and safely. Prevents scraping or marring floors. Also 16 other styles.

Self-Lifting Piano Truck Co.

Findlay, Ohio

Manufacturers of Trucks Since 1901

Write today for free circulars.

FAIRBANKS HAND TRUCKS

Made in types for practically every purpose. Every part subject to excessive wear can be renewed easily and inexpensively. Backed by more than half a century of experience.

Write for Catalog No. 955.

THE FAIRBANKS COMPANY

398 Lafayette St., New York, N. Y.

Distributors in Principal Cities



TRUCKS (Jack)

Olson Corp.; Box 550, Elyria, Ohio.

TRUCKS (Refrigerator)

International Engineering, Inc.; 1145 Bolander Ave., Dayton, Ohio.
E & E Appliance Co., Inc.; 208 E. Crawford St., Findlay, Ohio.
Self-Lifting Piano Truck Co.; Findlay, Ohio.

The DAYTON CARRIER TRUCK

Deliver your Refrigerators on Rubber

Will Not Mar—Speeds Delivery

Two sizes—Type X with 53 inch handles and 8 inch rubber wheels—Type Y with 70 inch handles, 8 inch rubber wheels and skids.

Type X with one strap.....\$17.00

Type Y with one strap..... 18.50

f.o.b. Dayton

International Engineering Inc.

Dayton, Ohio

15 Park Row, N. Y.



The way to make money by using advertising is to use it—not to fiddle with it.

VAULTS (Fumigation)

Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

WHEELS (Industrial Truck)

Divine Bros. Company; 101 Whitesboro St., Utica, N. Y.
Fairbanks Co.; 398 Lafayette St., New York, N. Y.
International Engineering, Inc.; 1145 Bolander Ave., Dayton, Ohio

WORK SUITS AND UNIFORMS

Garrett-Hamilton Cotton Mills; Michigan Ave. & Kent St., Detroit, Mich.
Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.
Hirsh-Wels Mfg. Co.; 205-209 Burnside St., Portland, Ore.
Isaac and Son, Wm.; 88 Bowery, New York, N. Y.
McDonald Mfg. Co., E. L.; Twelfth & Penn Sts., St. Joseph, Mo.
Motor Suit Mfg. Co.; 302 W. Ninth St., Kansas City, Mo.
Nunnally & McCrea Co.; 104-6 Mitchell St., S. W., Atlanta, Ga.
Oppenheim Bros.; 1107 Broadway, New York, N. Y.
Scott Mfg. Co., Cyrus W.; Houston, Texas.
Star Overall & Uniform Mfg. Corp.; 65 Varick Ave., Brooklyn, N. Y.
Strauss & Co., Levi; 98 Battery St., San Francisco, Cal.
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"Andy Says"

FOLLOWING the close of the three national warehouse association meetings held this month, two in the household field and one in the merchandise and cold storage industry, I would say there seems to be a much more optimistic feeling prevailing in the industry than a year ago. The long distance movement of household goods shows a handsome gain for 1935 over previous years and future prospects appear better than ever before. Industrial firms are moving their sales executives from city to city more freely and in some instances are moving their entire offices, involving hundreds of loads, to other points.

Of all branches of warehousing, probably household goods warehouses have shown the least gain while merchandise warehouses have, in many cases, shown a substantial gain in spite of the smaller size of the stocks carried by the manufacturers and wholesalers.

In a paper read before A.W.A. members at Atlantic City, Dr. John H. Frederick, assistant professor of marketing at University of Pennsylvania, pointed out that "... wholesalers are not carrying the stocks they use to. They are running hand-to-mouth, leaving the stock carrying to the manufacturers. One hardware maker tells me the orders from a third of his wholesalers now average \$35, and it costs him more to fill some of these parcel post orders than he gets out of the shipment. Five years ago, the average order was \$75, and ten years ago \$150. It costs some manufacturers \$3 to fill an order."

Dr. Frederick's paper was one of the highlights of the meeting and he very forcefully brought to the attention of those who heard him the fact that public warehousing has not by any means been completely sold to industry when he said:

"All this points to the increasing use of public warehouses if you can sell the manufacturer on your advantages as opposed to private warehouses run by themselves. You would be surprised how many manufacturers do not know what you have to offer."

A review of Dr. Frederick's address will appear in the March Issue of "D & W" and of course in the A. W. A. BULLETIN, which I hope everyone in the dry storage business will read; but those who know me will pardon my reference to the need for industry to know more about public warehousing *through the media of advertising*, and only you in the business can or ever will spend the necessary money to do this immense job as it should be done. . . . Make your advertising appropriation for 1936 somewhat commensurate with the amount of business you would like to do in 1937 and the chances are you will never hesitate to set aside at least 3% to 5% of your total volume for that purpose.

"Andy"

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Distribution and Warehousing
February, 1936

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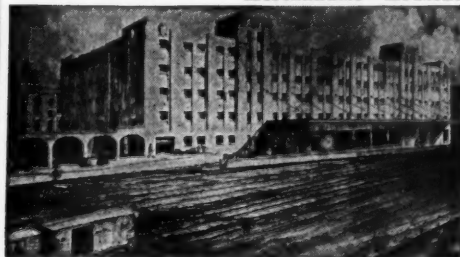
801-7 East Markham Street

A Complete Branch House Service
Fireproof Sprinklered - - Low Insurance
Private Railroad Siding - - Quick Service

REPRESENTED BY
ALLIED DISTRIBUTION INC.
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TEL. MONROE 331
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LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household Storage



NEW TERMINAL WAREHOUSE CO.

LITTLE ROCK

ARKANSAS

Member American Warehousemen's Association
America's Chain of Warehouses.

Absolutely
Fireproof
Low
Insurance
Rates
Pool Car
Distribution
Compartments
for household
Goods



LONG BEACH, CAL.

STORAGE-TRUCKING
DISTRIBUTION
FREIGHT-MACHINERY
TRUCK CRANES
RIGGING



457 GOLDEN AVE. - P.O. BOX 257

LOS ANGELES, CAL.

**PLAY SAFE—
CONSIGN
SHIPMENTS
TO BEKINS**

1335 S. Figueroa St.
BEKINS
VAN & STORAGE CO.
OPERATING WAREHOUSES
IN PRINCIPAL CITIES OF CALIFORNIA

LOS ANGELES, CAL.

EFFICIENT WAREHOUSING
and DISTRIBUTION
CALIFORNIA WAREHOUSE CO.
837 TRACTION AVE.



Specialist in Food Distribution

Sprinklered Concrete
Building
Central Location
Spur Tracks
Low
Insurance
Cartage
Service
Merchandise
Exclusively

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"Sales Minded Service"

•CITIZEN'S WAREHOUSE•
DISTRIBUTION AND STORAGE.

1001 East First Street Los Angeles, California

Not merely a "Point of Storage and Distribution" for your merchandise,
but Active, Dependable Citizens "Sales Service." A real Business Builder.

LOS ANGELES, CALIF.

J. A. CLARK DRAYING COMPANY

Complete and efficient service in distribution, delivery
or storage of merchandise.

Franchise carrier between Los Angeles Harbor and the city of
100 Howard St., Los Angeles. 125 Santa Fe Ave.,
SAN FRANCISCO Established 1875 LOS ANGELES

LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL
the FIRST . . . Established 1893 . . . MORE THAN
ORDINARY SERVICE . . . We invite inquiries relative to
your warehouse problems.

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Los Angeles Warehouse Company

Household Goods and Merchandise

Consign your shipments for Hollywood, Beverly
Hills, and Los Angeles direct to us. We will insure
you satisfied customers. A complete service.

LOS ANGELES, CAL.

1950 S. Vermont Avenue, Los Angeles

LYON
VAN & STORAGE CO.

SERVES CALIFORNIA

San Francisco
Oakland
Fresno
Santa Barbara
Glendale
Hollywood
Los Angeles
Pasadena
Long Beach
San Diego

Let
LYON
Guard your
Goods

member
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LOS ANGELES, CAL.



Offices for Rent

Telephone and
Secretarial Service
Sub Basement for
Cool, Dry Storage

**METROPOLITAN
WAREHOUSE CO.**

Merchandise Warehousing
and Distribution

U. S. Customs Bonded

Reinforced Concrete Sprinklered Building

Centrally Located in Metropolitan Area

Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET
LOS ANGELES

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ALLIED DISTRIBUTION, Inc.

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Overland Terminal Warehouse

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General Merchandise Storage

U. S. Customs Bonded Storage

Cool Room Accommodations

"Vacufume" Process of Fumigation

MANAGED AND OPERATED BY

CROOKS TERMINAL WAREHOUSES

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419 W. Harrison St. 76 Beaver St. 1104 Union Ave.

CALIFORNIA'S MOST MODERN WAREHOUSE
SERVED BY THE UNION PACIFIC

LOS ANGELES, CAL.

MERCHANDISE
STORAGE AND
DISTRIBUTION
DRAYAGE
CYANIDE FUMI-
GATION
BROKERS' OFFICES
SECRETARIAL
P.B.X.
FINANCING
SERVICE



Pacific Commercial Warehouse, Inc.

923 East Third St. Los Angeles, California

SPECIALIZING IN STORAGE AND DISTRIBUTION
OF FOOD PRODUCTS

Represented by NATIONAL WAREHOUSING SERVICE
519 W. Roosevelt Road Chicago, Ill.

LOS ANGELES, CAL.

We Solicit Your Shipments and
Pool Car Distribution

PRUDENTIAL
STORAGE AND MOVING CO.

1619 SOUTH VERMONT AVE.
FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS

Members: California Van & Storage Association
National Furniture Warehousemen's Association

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Star Truck & Warehouse Co.

COMPLETE FACILITIES

EFFICIENT SERVICE

Storage

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Drayage

Represented by Distribution Service

240,000 Square Feet

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86 Motor Trucks

San Francisco

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B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

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Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.5 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

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Make Westland Warehouses

Your Distribution Headquarters
in So. California

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C. W. A., L. A. W. A.

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L. A. Junction Ry.
Service

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Warehouses, Inc.
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Los Angeles, Calif.
Room 1305
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Chicago, Ill.



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J. A. CLARK DRAYING COMPANY

Complete and efficient service in distribution, delivery or storage of merchandise.

100 Howard St.,
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Established 1875

125 Santa Fe Ave.,
LOS ANGELES

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CONSIGN TO

DE PUE

WAREHOUSE CO.

FIRST

AND

BRANNAN

SAN FRANCISCO, CALIF.

FARNSWORTH & RUGGLES

(Established in 1859)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE
Pool Car Distribution Motor Truck Fleet
Terminal at First, Brannan and Federal Streets
In the heart of the shipping district

SAN FRANCISCO, CALIF.

GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH
OVERLAND FREIGHT TRANSFER CO.
AND
TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

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THE HASLETT WAREHOUSE CO.
280 Battery St., San Francisco

Operators of the most complete warehouse and distribution system in the San Francisco Bay area.

STORAGE—CARTAGE—COLD STORAGE (OAKLAND)
FIELD WAREHOUSING—FAST TRANSBAY DELIVERY SERVICE

S. M. HASLETT, President
Member American Warehousemen's Assn.
Member American Chain of Warehouses, Inc.

SAN FRANCISCO, CAL.



A Complete Service for the Warehousing and Distribution of General Merchandise

Warehousing, Distribution, Draying, Office Accommodations, Telephone Service. Space for Lease

San Francisco Warehouse Co., 625 Third Street

Member: American Warehousemen's Association
Distribution Service, Inc.

DENVER, COL.

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.

1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

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BURCH WAREHOUSE AND TRANSFER CO. INC.



General Office and Warehouse
200 SO. SANTA FE AVENUE
Modern Sprinklered Fireproof Building
Freight Forwarding and Distribution
Household and Merchandise Storage
PACKING AND SHIPPING

Member of N.F.W.A.—A.W.A.—Colo. W.A.

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E. G. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.
1337 Seaview Avenue



STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE DOCK AND RAILROAD SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND HARTFORD, CONN.

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DRINKWATER SONS, Inc.

Offices

NEW CANAAN, CONN.

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BEDFORD, N. Y.

2 WAREHOUSES

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STORAGE, MOVING
50 Years in Business
Member N.F.W.A. C.W.A.



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BOAT LINE WAREHOUSE CO., INC.

Located on the Connecticut River
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General Merchandise Storage and Distribution
Direct Water, Rail, and Truck Connections
Barge Shipment Facilities

Member of Conn. W. Assn.—Hartford Chamber of Commerce.

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Hartford Despatch and Warehouse Co.
252 Asylum Street, Hartford, Conn.

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CON-
NECTICUT AND MASSACHUSETTS. PRIVATE SIDING.
SPECIAL FACILITIES FOR MOVING, PACKING AND SHIP-
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SPRINGFIELD, MASS. AND BRIDGEPORT, CONN.

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NEW HAVEN, CONN.

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DAVIS STORAGE COMPANY

335 East St., New Haven, Conn.

Modern Fireproof Merchandise Ware-
house.

Private seven-car siding, adjacent to Steamship and
R. R. Terminals.
Pool and stop over cars distributed.
Motor Truck Service to all towns in Connecticut.
Low Insurance Rate. Prompt, Efficient Service.

NEW HAVEN, CONN.

AN ASSOCIATED

STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, fur-
niture—23 buildings—Low in-
surance rates—15 car siding—
Central location—Daily truck
delivery service covering Con-
necticut and southern Massachu-
setts—Bonded with U. S. Cus-
toms.

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, CWA, AWInc., MTA
of C, New Haven Chamber of Commerce,
Hauling member Allied Van Lines, Inc.

NEW HAVEN, CONN.

PAUL A. DAHLGARD, Owner

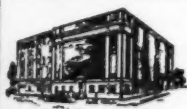
West Haven Trucking Company

Storage Warehouses

Offices, 435 Congress Ave.

Household Goods, Storage, Packing,
Shipping, Receiving

WASHINGTON, D. C.



E. K. MORRIS, President

**FEDERAL STORAGE
COMPANY**

1707 FLORIDA AVENUE

(See Page Advertisement Directory Issue)

WASHINGTON, D. C.

**Absolutely
Fireproof**

**MOVING
PACKING
SHIPPING**

Pool Car
Distribution
General Hauling

Merchants Transfer & Storage Co.
920-922 E. St., N. W.



WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON
AND VICINITY

Security Storage Company
OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000.

Security (steel) lift vans for overseas ship-
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from Europe and South America. All risk insur-
ance if desired.

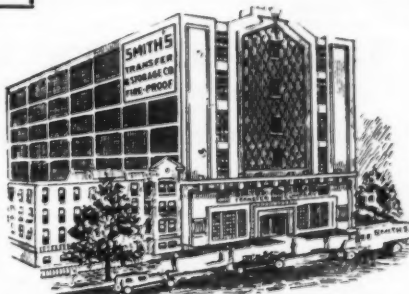
1140 Fifteenth Street, Washington
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**Modern
Fireproof
Building**

LONG
DISTANCE
MOVING

PACKING
STORING
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Member—Mayflower Warehousemen's Association

WASHINGTON, D. C.

**GENERAL MERCHANDISE
STORAGE**

Pool Car Distribution—
City Delivery Service

Direct Switching Connections into Warehouse
Pennsylvania Railroad

**TERMINAL REFRIGERATING &
WAREHOUSING CORPORATION**

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

**THE TERMINAL STORAGE COMPANY
OF WASHINGTON**
First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square
feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.
Member of American Warehousemen's Association

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Established 1901

**UNITED STATES
STORAGE COMPANY**

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory issue, page 111)

Member of N.F.W.A.—W.W.A.

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE
UNION TERMINAL WAREHOUSE COMPANY
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution
Reconsigning—Trucking Service—Trackage 53 Cars
Reinforced Concrete—Sprinkler System
Insurance Rate 20 Cents
Rental Compartments—Sub-Postoffice, Western Union Tel.
Members A.W.A.—A.C.W.—J.W.A.

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242 E. Bay Street Jacksonville, Fla.
Merchandise Storage—Cold Storage—Pool Car Distribution

Building is centrally located, brick and concrete construction, equipped with sprinkler system and served by Sou. Ry., G.S.&F. Ry. and St. Johns River Terminal Co. Low Insurance Rate.
Member of Jacksonville Warehousemen's Association

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Moving—Packing—Shipping—Storage

Members NFWA, SOWA

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"Your Tampa Branch House"

CALDWELL
BONDED
WAREHOUSES
INCORPORATED

MERCHANDISE
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Fireproof Buildings
Waterfront Whse. and Private Docks

U. S. CUSTOMS
Bonded Storage.
Government Storekeeper retained permanently.
Normal temperatures for Wines and Liquors.

HOUSEHOLD
Moving & Storage Agents
Aero Mayflower Transit Co.
National Long Distance Movers.

Members Mayflower Warehousemen's Assn.

TAMPA, FLA.

Let "The Safest Place in Tampa" Serve You in "The Land of the Sun"


MERCHANDISE
STORAGE
POOL CAR
DISTRIBUTION

Tampa is the logical port from which to serve all of Florida.
Lowest Average Freight Rates.
Best Service.
Carry Your Florida Stock AT


HOUSEHOLD GOODS
STORAGE
MOVING—PACKING
SHIPPING

LEE TERMINAL

AND WAREHOUSE CORPN.

TAMPA, FLA.

Represented by Distribution Service

NEW YORK—CHICAGO SAN FRANCISCO

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.

BONDED

**CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION**

Morgan and Water Streets, Tampa, Florida

ATLANTA, GA.

BONDED SERVICE WAREHOUSE

432-434 Marietta Street

BONDED
FIREPROOF STORAGE
MERCHANDISE
AND HOUSEHOLD GOODS
POOL CAR DISTRIBUTION

ATLANTA, GA.

BONDED

General Warehouse & Storage Co., Inc.

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers
Remittance made day received
Store door delivery—Re-packing—Re-shipping

MERCHANDISE DISTRIBUTION

Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service

Member: A. W. A.

AUGUSTA, GA.

AIKEN, S. C.

F. L. Harrison, Pres.

RELIABLE TRANSFER CO.

General Merchandise Storage and Distribution

Household Goods Storage, Packing, Shipping
Pool Car Distribution

Direct R.R. Siding A. C. L., C. & W. C.R.R.

COLUMBUS, GA.

FOR — modern warehousing — distributing
of merchandise and household goods—choose**BURNHAM'S**

STORAGE AND VAN SERVICE

MOTOR FREIGHT TERMINAL

PRIVATE TRackage

Member—Southern Warehousemen's Association

SAVANNAH, GA.

Savannah's only bonded warehouse

SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY.BAY STREET EXTENSION & CANAL,
Post Office Box 1187

General Storage—Distribution—Reconsigning
Custom House Brokers—Custom Bonded
Regular steamship service from principal
Eastern, Western & Gulf ports—track
connections with all rail and steamship lines.

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Members—A.W.A.—A.C.W.—So.W.A.

HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

HONOLULU

consign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.
Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Arranged

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding

Negotiable Warehouse Receipts Issued

Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

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**Combine your Chicago Office
and your Warehouse**

■ at **ANCHOR.** The best

location in Chicago—across the street from Tribune Tower and only three minutes from the loop.

You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&NW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

**ANCHOR STORAGE CO., 219-229 East North Water Street
CHICAGO**

Represented by
DISTRIBUTION SERVICE, INC.

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Unexcelled Delivery Facilities

■ Ample sheltered truck delivery space facing on well paved private streets; express and trucking trailers constantly on hand for package shipments; special trucking arrangements for swift deliveries in the metropolitan area: high speed service elevators at frequent intervals in all of our units; and, besides, a Union Freight Station of the Chicago Junction Railway under our own roof which makes Central Storage & Forwarding Company warehouse service—

Unique in Chicago

Central Storage
& FORWARDING COMPANY

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Telephone: LAfayette 5628

CHICAGO, ILL.

Accessible Location.
Modern Warehouse.
Excellent Shipping Facilities.
Delightful Offices.
Special Equipment.
Economical Service.
No cartage expense on outboard L. C. L. Freight.
1455 W. 37th St.

**DIETRICH
WAREHOUSING
COMPANY**
1455 W. 37TH ST.

The Men Who Distribute

'Chiclets' Gum

Read **DISTRIBUTION & WAREHOUSING**
and consult the Directory of Warehouses

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**DOWNTOWN
WAREHOUSE**

Most Centrally Located
2 Blocks from New Union Station
**CANAL &
HARRISON STS.**
Tunnel and Trap Car
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CROOKS TERMINAL WAREHOUSES

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NEW YORK OFFICE: 76 BEAVER STREET

KANSAS CITY

**SOUTH SIDE
WAREHOUSES**

5801-5967 West 65th St.

Capacity 1200 Carloads

Insurance Rates as Low as 12c.



CHICAGO'S MOST MODERN WAREHOUSES

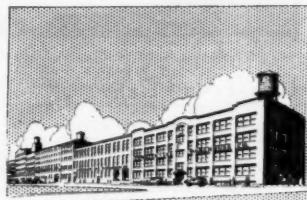
Also operate three modern warehouses in Kansas City and the
Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

CURRIER-LEE *Answers*



"YOUR DISTRIBUTION AND STORAGE PROBLEM"



In the Chicago area, the logical answer to your warehousing problems is CURRIER-LEE Service — the most complete in Chicago. Here are ideal storage facilities, office accommodations if you wish, a big fleet of Currier-Lee trucks to expedite deliveries, a Freight-Tunnel Station right in the buildings, private railway sidings, sheltered driveways and the most modern facilities for prompt and efficient handling of your product. We cater especially to the requirements of food products and kindred merchandise. Write today for "CURRIER-LEE ANSWERS," new illustrated folder just off the press. Your copy is ready NOW!

CURRIER-LEE WAREHOUSE CO.

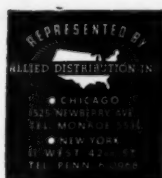
General Offices 427 W. Erie St., Chicago, Ill.



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COMPLETE WAREHOUSING AND DISTRIBUTING SERVICE



GRISWOLD-WALKER-BATEMAN COMPANY

1525 Newberry Ave.

Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RRs.). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

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W. F. CARROLL, Pres.

J. J. BARRETT, Gen. Mgr.



EMPIRE MAINTAINS A STANDARDIZED SERVICE

● For almost fifty years EMPIRE Service has been preferred by companies desirous of giving the household effects of employees, transferred to or from Chicago and suburbs, the very best of care and service.

LONG DISTANCE REMOVALS
PACKING AND SHIPPING BY RAIL
STORAGE FOR HOUSEHOLD GOODS AND MERCHANDISE
(CITY-WIDE SERVICE)

EMPIRE WAREHOUSES, Inc.

General Offices: 5153 Cottage Grove Ave., CHICAGO-ILLINOIS

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RALPH J. WOOD, Pres.

MORRISON C. WOOD, Treas.

For Shipments to the South Side's Finest Residential Districts
CONSIGN TO

The Lincoln Warehouse Corporation

Main Office and Warehouse—4259 Drexel Boulevard

"43 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted.
Member N.F.W.A.

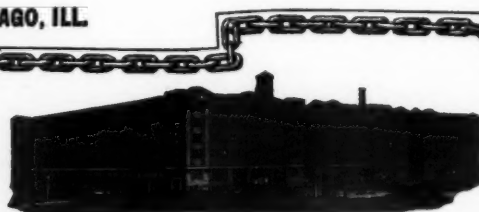
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"Chicago's Leading Warehouse"

SENG WATERWAY WAREHOUSE CO.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage.

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MIDLAND

Offers

LARGE AND SMALL SHIPPERS
THREE MODERN MERCHANDISE
WAREHOUSES

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CHICAGO

With convenient locations

For Local Trade.

With excellent transportation facilities
for National Distribution

Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads, no trap car, tunnel or cartage service or charges on in or out-bound LCL shipments. Receiving stations of Express, Freight Forwarding, Electric and Boat Lines on premises.

With a complete warehouse organization

fully equipped to handle merchandise rapidly and economically

Let Us Quote on Your Requirements

Midland Warehouse & Transfer Co.
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15th Street and South Western Ave.

TWO warehouses close to the Loop
• Direct railroad connections • Office
and warehouse space to rent • U. S.
Customs Bonded Storage • Loans on
standard merchandise • Low insurance
rates • Direct tunnel service • Special
facilities for the storage of wines.

Write for information on services to meet
your individual needs.

RAILWAY TERMINAL & WAREHOUSE CO.

444 West Grand Avenue, Chicago, Illinois
ONTARIO WAREHOUSE CO. 425 WEST ONTARIO STREET

CHICAGO, ILL.

Soo Terminal Warehouses

519 W. Roosevelt Road
(Near Loop)

Merchandise Storage—Pool Car Distribution

Less Carloads To and From All Trunk Lines,
North Shore Electric and Aurora and Elgin Elec., and Their
Connections Handled Without Cartage Charges.
Cool Temperatures—Candy Stored All Year

Ground Floor Warehouse Spaces With or Without
Offices for Rent—Fireproof—Trackage

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**TOOKER STORAGE and
FORWARDING CO.**

(Etab. 1903)

STORAGE CARTAGE RESHIPPING LOANS

LOCATED IN THE CENTER OF DISTRIBUTION

FINEST RAILROAD FACILITIES

LOWEST INSURANCE RATES

GENERAL OFFICES: 3615 IRON ST.

New York CHICAGO, ILL. Los Angeles

CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

ADVANCES MADE

Our ample financial resources enable you to negotiate
loans right in our office.

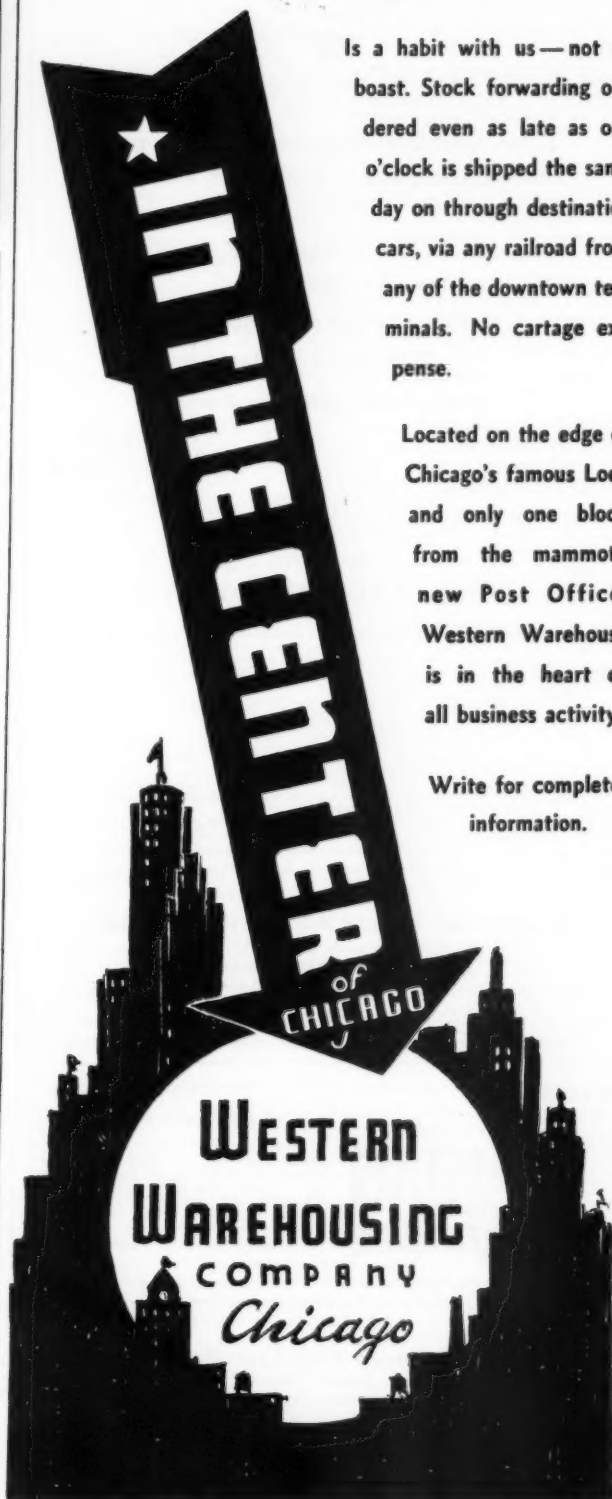
Prompt Delivery and Best of Service.

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Financing Bonded Space
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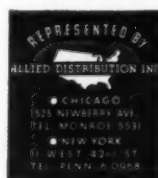
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Pool Car Distribution Specialists for New England
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600,000 Sq. Ft. FLOOR SPACE

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Local and Long Distance Furniture Moving

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Pool Car Distribution

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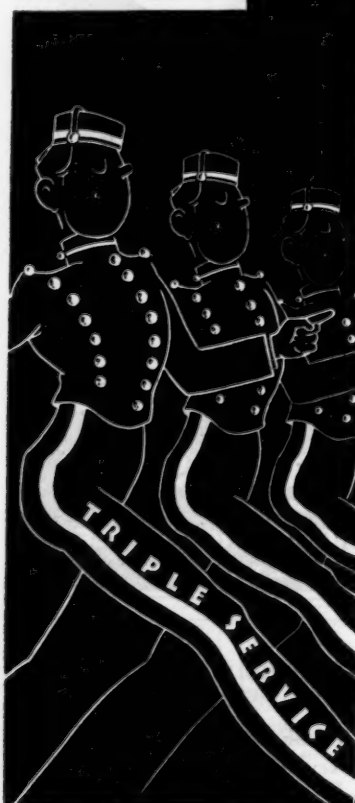
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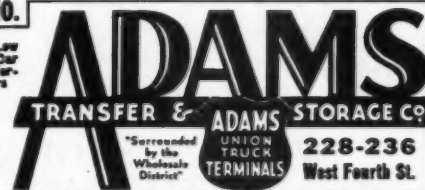
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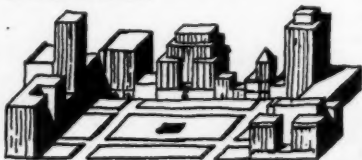


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INVESTED . . . TO SERVE YOU**

Merchandise storage with low insurance, and guaranteed responsibility. Modern Buildings. Large Fleet of up-to-date trucks and trailers.

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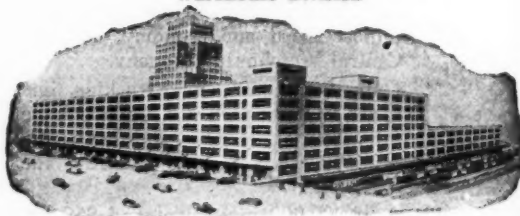
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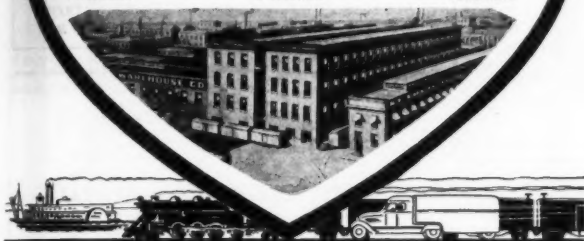
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ROCCO VAN & STORAGE CORP.

MODERN FIREPROOF WAREHOUSE

3115 31st St., L. I. City, N. Y.

QUICK SERVICE—PROMPT REMITTANCES

Members N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.



NEW ROCHELLE, N. Y.

Moving, Packing

Storing, Shipping

**O'Brien's Fireproof Storage Warehouse, Inc.**Packers and Shippers of Fine Furniture
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White
Plains, Scarsdale, Hartsdale. Send B/L to us at
New Rochelle.

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Abington Warehouses, Inc.

Merchandise Warehousing and Distribution in the
Metropolitan District

Centrally Located—250,000 Square Feet—Prompt Service
514-520 West 36th St.

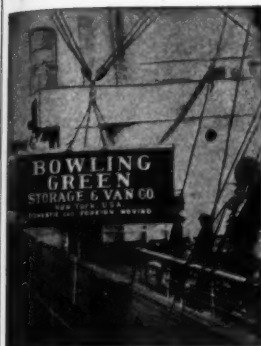
NEW YORK, N. Y.

Fireproof Storage Warehouses

**Dunham & Reid
Inc.**

The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.
216-218 East 47th Street New York City
Members of N. F. W. A., N. Y. F. W. A., V. O. A.

NEW YORK, N. Y.



**Bowling Green
Storage & Van Co.**

Foreign and Domestic
Removals

**STORAGE
PACKING**

Office, 8-10 Bridge St.
Warehouse, 250 West 65th St.

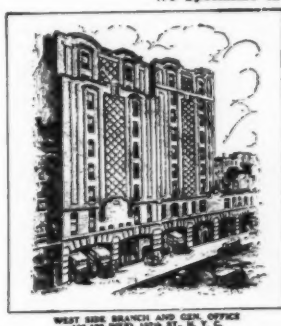
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THE GILBERT STORAGE CO., INC.

Specialists in Pool Car Distribution—Warehouses Located on East and West Side—Fireproof Storage.
Formerly HARLEM STORAGE WAREHOUSE CO., INC.
Executive Office, 33 W. 65th St. West Side Warehouse, 33 W. 65th St.
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Agent for ALLIED VAN LINES, INC. Nation-wide Long Distance Moving. A National Organization owned and operated by the leading storage warehouse companies in the United States.
Members N. F. W. A., N. Y. F. W. A. and N. Y. S. W. A.

NEW YORK, N. Y.

William F. Hahn, Pres. Fred J. Hahn, Sec. & Treas.
STORAGE—MOVING—PACKING
We Specialize in Lift Van Shipments



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**FIREPROOF
WAREHOUSES, INC.**

108-120 WEST 107th STREET

—AND—

231-235 EAST 55th STREET
NEW YORK CITY

Efficient and Capable Organization
Modern Fireproof Buildings
Personal Supervision
Member Mayflower Warehousemen's Association

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Gen. Offices 100 Broad St., New York City

Warehousing—Distribution—Manufacturing Facilities
Cold Storage—Fumigation

SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK

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Byrnes Brothers Warehouses, Inc.

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Two centrally located modern fireproof warehouses, adjacent to all railroads, for prompt and economical handling of your shipments.

Sixty-six years of dependable service is your guarantee in selecting us as your New York representative.

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Member: N. Y. F. W. A.,
N. Y. S. W. A., N. Y. V. O. A.



NEW YORK, N. Y.

AN ASSOCIATED

LACKAWANNA

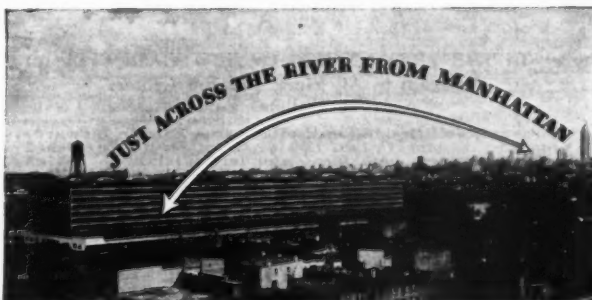
TERMINAL WAREHOUSES, INC.

JERSEY CITY, N. J.

(Six hundred feet from the Manhattan Tunnel Plaza)

SUPERIOR DISTRIBUTION

A stock of your products carried in our Terminal is within 24 hours of your customer's door at any principal point between Boston and Washington, D. C.
♦ Traffic experts route your shipments via dependable lines at minimum charges. ♦ Side track facilities and L. C. L. Freight station in same building. ♦ Coastal Steamship connections, eliminate unnecessary cartage expense. ♦ Direct Motor Truck Store Door Delivery Service covering wide area. ♦ Pool Car Distribution. ♦ Modern Building and Minimum Insurance Rates.



NEW YORK, N. Y.

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**Day & Meyer
Murray & Young, Inc.**

**PORTOVAULT
STEEL VAULT STORAGE**

1166 SECOND AVE., NEW YORK



NEW YORK, N. Y.

DAYTON STORAGE CO., Inc.

Fireproof Warehouses
Modern Equipment
Lift Van Service



Operated by Centrally Located
Consign Shipments
To Us
Prompt Remittances
1317 Westchester Ave.

NEW YORK, N. Y.

SEND YOUR BRONX AND WESTCHESTER SHIPMENTS TO
Globe Fireproof Storage Warehouse Co., Inc.
 New Fireproof Storage Warehouse
 Offices: 810-812 East 170th St.
 Members N.F.W.A., N.Y.F.W.A.



NEW YORK, N. Y.

Offering a Superior Service at a Reasonable Price

Fireproof Vaults**Electric Van Service****Cold Storage****Separate Vans****Safe Deposit Vaults**

Maintaining a modern fireproof building; easily accessible; storing household goods of every kind in separate fireproof rooms, vaults or galleries which are constructed to properly care for goods of value.

Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

Special van equipment for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

Fumigating tanks to destroy moth or insects in furniture, rugs or bedding.

Special vans for shipments of household goods to all parts of the world.

Dead storage for automobiles. Batteries are cared for on premises.

Our experience of 50 years guarantees satisfactory performance.



Lincoln Warehouse Corporation

1187 to 1201 Third Ave., at 69th and 70th Sts.

Alexander Gaw, Vice-President and General Manager
 Horace Roberts, Superintendent of Warehouses

NEW YORK, N. Y.

T. I. McCORMACK TRUCKING CO., Inc.

261 ELEVENTH AVE. AT 27th ST.

Service That Has Stood The Test

GENERAL MERCHANDISE STORAGE AND DISTRIBUTION
 IN THE VERY CENTER OF NEW YORK

3 Railroad Sidings: N. Y. C. R. R., Erie R. R., Lehigh Valley
 Fleet of Motor Trucks for Every Kind of Transportation Need
 Daily Metropolitan Deliveries Liquor Delivery Permit
 Custom House License No. 111

NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding
 from an Ultra-Modern Free and Bonded
 Warehouse.

IDEALLY LOCATED

IN THE VERY CENTER OF NEW YORK CITY

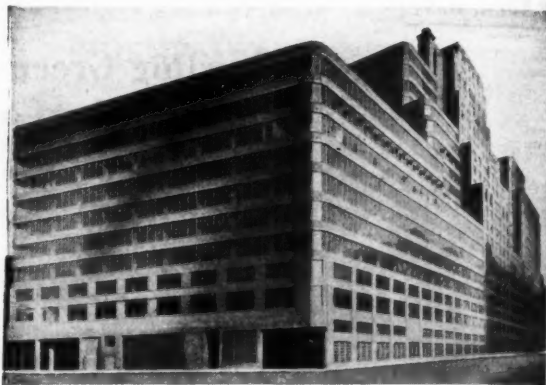
Adjacent to All Piers, Jobbing Centers
 and The Holland Tunnel

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.
 601 West 26th St., N. Y. C.

STARRETT LEHIGH BUILDING



Look Before You Locate

Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

IT HAS —

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits, offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

INVESTIGATE THE ADVANTAGES OF THIS BUILDING

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

Starrett Lehigh Building

D. R. CROTSLEY, Manager, 601 West 26th Street
 Telephone: CHickering 4-0297

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SANTINI BROS., INC.

Serving Greater New York and All Points in Westchester County

MOVERS—PACKERS—SHIPPERS

General Offices: 1405-11 Jerome Ave.—Tel.: Jerome 6-6000
Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

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Seaboard Storage Corporation

New York Office: 99 Wall St.

Distribution in the Metropolitan Area.

Steamship facilities—Railroad connections—Motor truck distribution—One Responsibility.

Port Newark Terminal Foot of Doremus Ave. Brooklyn Terminal Foot of Smith St.

NEW YORK CITY, N. Y.

DISTRIBUTION...

General and Cold Storage. Sprinklered Building. Direct track connections N.Y.C., Erie, L.V.R.R. No cartage costs on reshipments. Same day delivery within 50-mile zone.

Terminal Warehouse Company

27th and 28th Streets 11th to 13th Avenue



SYRACUSE, N. Y.

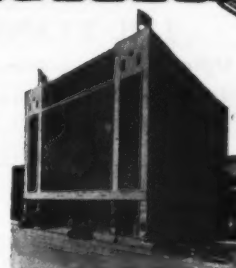
Daily Store-Door Delivery to Major Points in N. Y. State

... an important part of our complete, modern warehousing service in the distributing center of New York State. Write for details.

Member AWA, ACW
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Great Northern Warehouses, Inc.

348-360 W. Fayette St., Syracuse, N. Y.



SYRACUSE, N. Y.

DISTRIBUTION KING STORAGE

SINCE 1897



MERCHANDISE

HOUSEHOLD GOODS

MOTOR FRT. STORE DOOR DELIVERY

**MEMBERS
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Represented by
Distribution Service, Inc.—New York—Chicago—San Francisco

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George M. Clancy Carting Co., Inc.

Storage Warehouse

55-55 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

in the Center of Rochester

ROCHESTER, N. Y.

Established 1893

Storage of Automobiles and General Merchandise

N. Y. C. R. R. 10 Car Capacity, Private Siding

Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

MONROE WAREHOUSE COMPANY, Inc.

Offices: 1044 University Ave.

Member of A. W. A.

UTICA, N. Y.

Broad Street Warehouse Corporation

Broad & Mohawk Sts., Utica, N. Y.

MODERN STORAGE WAREHOUSE

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates. Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

Modern Facilities for
STORAGE - PACKING - DISTRIBUTION - FORWARDING
Of Merchandise, Automobiles, Household Goods
"IN THE HEART OF NEW YORK STATE"

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.

of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 37 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

ROCHESTER, N. Y.

ROCHESTER STORAGE WAREHOUSES, Inc.

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MERCHANDISE STORAGE . DISTRIBUTION AND FORWARDING . STORE DOOR DELIVERY

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Schenectady Storage and Trucking

McCormack Highway Transportation

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution

Pool Car Distribution Household Goods

Storage and Moving Long Distance Trucking

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Established 1916

Utica Warehouse Co., Inc.

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton—Specializing in, Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

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Fireproof Throughout

Flagg Storage Warehouse Co.

SYRACUSE, N. Y.

Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care
MOVING — STORAGE — PACKING — SHIPPING
Mdse. Storage Private Siding Pool Cars Handled

WHITE PLAINS, N. Y.

CARPENTER STORAGE, INC.

Also serving

Tarrytown
Scarsdale
Hartdale
Mamaroneck
Port Chester
Larchmont

107-121 Brookfield St.

One of the most modern and best equipped Storage Warehouses in Westchester. Household Goods Exclusively

Low Insurance Rate
Packing—Crating—Shipping
Members N.Y.F.W.A.

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.
Household Goods Moving, Storage, Packing, Shipping
Prompt service for any point in Westchester County
Member N.Y.F.W.A.—N.F.W.A.

YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

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AMERICAN STORAGE & WAREHOUSE CO.
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

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MERCHANDISE STORAGE

Pool Car Distributors
Private Sidings

UNION STORAGE & WAREHOUSE CO., INC.
(BONDED)

1000-1008 West Morehead St. 20 Private Offices
Private Branch Exchange Insurance Rate 25c
MEMBER OF A.W.A.—MAY.W.A.—ALLIED DIST., INC.



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EDGECOMBE BONDED WAREHOUSE
TARBORO, N. C.

Largest Sprinklered Warehouses in

Eastern North Carolina

Insurance rate 22½ cents

Pool Car Shipments and Distribution Service—Trucking

Facilities

Located in the Most Prosperous Section of North Carolina

WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

Farrar Transfer & Storage Warehouse
1121 South Front Street

Household Goods, Storage, Packing, Shipping

POOL CAR DISTRIBUTION MOTOR SERVICE

Use Private Siding—A. C. L. R. R.

GRAND FORKS, N. D.

KEDNEY WAREHOUSE CO.

STORAGE—MOVING—PACKING
SHIPPING

POOL CAR DISTRIBUTION—MOTOR FREIGHT TERMINAL

AKRON, OHIO

Cotter-City View Storage Co.

Main Office: 70 CHERRY ST., AKRON, OHIO

150,000 SQ. FEET STORAGE SPACE

Fireproof, concrete buildings, modern facilities, convenient location, ideally suited for clean, careful storage of

HOUSEHOLD GOODS and MERCHANDISE

Distribution area: Akron, Barberton, Cuyahoga Falls. Special attention to pool cars. Low transfer rates.

LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited.
Private Siding B. & O. R. R. Free switching all roads. Low insurance rate.

Members of N. F. W. A.—O. A. C. H.—O. W. A.



AKRON, OHIO

The KNICKERBOCKER

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise

Fireproof Warehouse—Local and long distance moving.

CANTON, OHIO

MEMBER: A.C.W. — May.W.A.
A.W.A.—O.F.A.A.—O.W.A.

CANTON STORAGE, Inc.

FOURTH AND CHERRY N.E.

MEMBER



merchandise, household goods cold storage

U. S. Customs and U. S. General Bonded.

Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.

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Use ONE Terminal to serve
42% of OHIO'S population

Two private sidings of 20 car capacity, reciprocal switching, modern brick fireproof building. Dependable organization since 1882.

THE CUMMINS STORAGE COMPANY

419 Walnut Avenue, Southeast, Canton, Ohio

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THE BALTIMORE AND OHIO WAREHOUSE CO.

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at Sixth and Barnhill Sts.

Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice, etc., where a low temperature is maintained.

Special attention given to reconditioning in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Greases, Chemicals, and goods requiring cellar storage.

Low Insurance Rates. Sprinkler Systems.

Address: Second and Smith Sts. FRED W. BERRY, Manager and Treasurer.

CONSIGN VIA BALTIMORE AND OHIO RAILROAD


The Men Who Distribute

Bordens Milk Products

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE
—WITHOUT THE OVERHEAD



Modern — Efficient — Responsible

EVERY DISTRIBUTION AND
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KNOWN TO THE TRADE


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U. S. General Bonded Warehouse Number 1
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CLEVELAND, OHIO

BRITTEN TERMINAL Inc.
General Merchandise Storage and
Distribution
Moving and Household Storage
Cartage
2775 PITTSBURGH AV.
Telephone Prospect 2970




CLEVELAND, OHIO



**Distribution Terminal
Warehouse Company**
Central Viaduct and West 14th St.
Cleveland, Ohio


Local, regional and storage-in-transit
service, offering every facility
known to modern distribution.

New Trunk Line
Ultra-Modern Terminal
Plant Complete Service

Continent-wide Connections

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage
N. W. Corner Pearl and Plum
Merchandise Storage Pool Cars
Penn. R.R. Siding Inter-City Truck Depot



CINCINNATI, OHIO

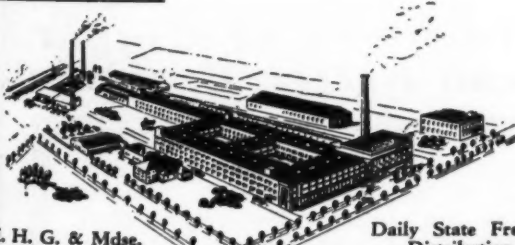
The "A" Naish Moving and Storage Co.
3211 Madison Road, Cincinnati, Ohio
Two Household Goods Warehouses of Fireproof Construction, 40,750 Sq. Ft. Consign Shipments to Oakley Sta. of B.&O. Distribution of Pool Cars. Transfers Household Goods. Cargo Insurance.
Member of May WA—OFWA—OACH—ClnVOW



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THE GREELEY-GENERAL WAREHOUSE CO.
Main Office:
New York Central Orange Ave. Terminal, Broadway & E. 15th St.
175,000 Sq. Ft. of Available Floor Space; Truck Capacity 100 Cars; Operating
our own Motor Truck Equipment.
Represented by The American Chain of Warehouses
J. W. TERREPORTE W. H. EDDY
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CLEVELAND, OHIO



H. H. G. & Mdse. Daily State Freight
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BRAMLEY STORAGE CO.
A Storage House of Distinction
Railroad Siding, Low Insurance Rates, Sprinkler System
C.F.W.A. O.W.A.

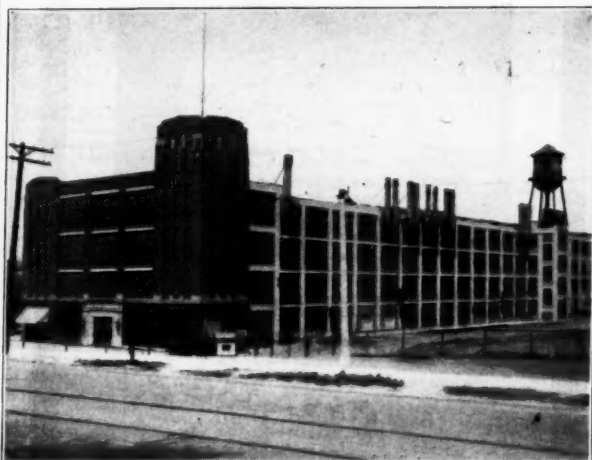
CLEVELAND, OHIO

**LEDERER
TERMINALS**
... HAVE SOMETHING IN STORE for you ...
THREE GREAT WAREHOUSE LOCATIONS
GENERAL OFFICE, 1531 W. 25th ST.

The Men Who Distribute
Cleveland Tractors
Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

EUCLON

Industrial
CENTER



EUCLON BUILDING

250,000 Square Feet of Industrial Warehousing Space

A modern concrete structure—in the heart
of Cleveland's Eastern Industrial Section

- On U. S. Route 20
 - On Nickel Plate Railroad
 - 3,000 ft. R.R. Siding with loading ramps
 - 17 acres of land assures ample space for truck loading and yard storage
 - Hot Water Heat
 - Process Steam
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 - Low Insurance Rates
 - All space sprinklered
- "No higher grade space available anywhere."

Cleveland is the industrial and transportation center of the Midwest. Within 500 miles of Cleveland, 55% of the population of the United States is located. Water, Railroad, Truck and Air Transportation centers in Cleveland.

Consolidate your Midwest inventories, at the Euclon Building, Cleveland, Ohio.

Let us represent you in the Midwest.

THE EUCLON CORPORATION
17325 Euclid Avenue, Cleveland, Ohio

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.Rs. to Cleveland, Ohio.

LINCOLN STORAGE

Geo. A. Rutherford, Pres. W. B. Thomas, Vice-Pres.

3700 Euclid Ave. CLEVELAND 11201 Cedar Ave.



CLEVELAND, OHIO

RAIL SHIPMENTS TO OR FROM CLEVELAND



Our private rail facilities enable us to give prompt handling of pool cars or lift van loads to any destination.

May we serve you?

The **NEAL**
STORAGE COMPANY
CLEVELAND OHIO

Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

CLEVELAND, OHIO

MERCHANDISE STORAGE

POOL-CAR DISTRIBUTION

HEATED LIQUOR STORAGE

CUSTOMS BONDED WAREHOUSE

LEASE SPACE

A MODERN, FIRE-PROOF STRUCTURE WITH
ENCLOSED DOCKS. N.Y.C. SIDING WITHIN BUILDING

THE OTIS TERMINAL WAREHOUSE CO.

1300-38 W. NINTH ST. CLEVELAND, OHIO
U. S. GENERAL BONDED WAREHOUSE No. 4

"In THE HEART
OF CLEVELAND"

CLEVELAND, OHIO

Builders of Bigger and Better Business

Merchandise Storage and Distribution . . . Fire-proof Buildings . . . Low insurance rates . . . Convenient locations . . . United States Custom Bonded . . . Fumigation if desired . . . Pool car distribution. . .

RAILWAY WAREHOUSES INC.
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COLUMBUS, OHIO

Cover OHIO from Columbus

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company
55-85 Terminal Way Columbus, Ohio

Established in 1882

COLUMBUS, OHIO

Member of Associated Warehouses, Inc.

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

Consign Your Household Goods Shipments to

DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouse—Private Siding



EDWARDS TRANSFER AND STORAGE CO.
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.
IDEALLY LOCATED

COLUMBUS: — In the Center of Ohio.
THE MERCHANDISE WAREHOUSE CO.: — In the Center of Columbus.

SERVICE: — That means more business for you at less expense. Let us serve you at Columbus.

PRIVATE SIDING ON N. Y. CENT. RY.
U. S. Customs Bonded



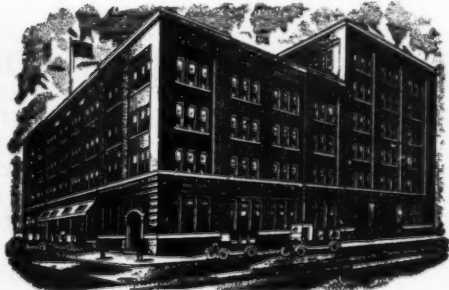
The Merchandise Warehouse Co.
370 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—O.W.A.—A.C.W.

COLUMBUS, OHIO

MERCHANDISE STORAGE and DISTRIBUTION

FIRE PROOF



THE NEILSTON WAREHOUSE CO.

LOW INSURANCE

MARION, OHIO

MERCHANTS TRANSFER COMPANY

160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines

MEMBER M.A.W.A.

SPRINGFIELD, OHIO

MEMBER



WAGNERS SERVICE, INC.

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

TOLEDO, OHIO

HERE IS REAL WAREHOUSE SERVICE



Every Known Modern Warehouse Facility

U. S. GENERAL BONDED WAREHOUSE NO. 6

U. S. CUSTOM BONDED

GREAT LAKES

TERMINAL WAREHOUSE CO.

321-357 MORRIS ST. TOLEDO, OHIO

Private Siding B.&O. and N.Y.C. R.R.'s

TOLEDO'S LARGEST-FINEST WAREHOUSE

TOLEDO, OHIO

The RATHBUN CARTAGE CO.

2941-2951 MONROE STREET

"Rathbun" is fully equipped to efficiently handle your merchandise and household warehousing needs in Toledo. . . . Moving, packing, shipping, storing. . . . Riggers and machinery movers. . . . POOL CARS SOLICITED. . . . Local & Long Distance Moving.

Member O.F.W.A.—O.W.A.

TOLEDO, OHIO

"QUICK SHIPPERS"

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehousemen's Association
Ohio Warehousemen's Association
Toledo Chamber of Commerce

OHIO

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
February, 1936

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.
EST. 1887
CRATING—PACKING—MOVING
STORAGE
YOUNGSTOWN, OHIO

OKLAHOMA CITY, OKLA.

Member A. W. A.—A. C. W.

Commercial Warehouse Co.

50,000 sq. ft. for Exclusive Merchandise Storage
Pool Car Distributors

Free Switching

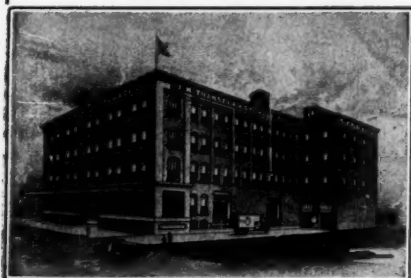
14c. Insurance rate

OKLA. CITY, OKLA.

Established 1889

O. K. Transfer & Storage Co.

General Warehousing and Distribution



**MOTOR
TRUCKS
& TEAMING**

**HOUSEHOLD
GOODS**

MERCHANDISE,

MEMBERS
NFWA, AWA,
Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Bonded Under State Law

Oklahoma Bonded Warehouse Company
Merchandise Warehousing
Pool Car Distribution

Free Switching
Private Trackage
P. O. Box 1222

50,000 Sq. Ft.
Floor Space.
Fireproof

OKLAHOMA CITY, OKLA.

RED THE BALL
(Incorporated)
We Have America's Best Business
Fireproof Warehouse for Mer-
chandise and Household Goods
Automatic Sprinkler System
Office and Warehouse
2-4 East California Avenue

TRANSFER
RED BALL
STORAGE

We Solicit Your Accounts for
Transfer and Storage
Members of American
and National Warehousemen's
Association

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit
your shipments to our city and assure you we will reciprocate
and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

PORTLAND, ORE.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act
Merchandise, Storage and Distribution
Private Siding Free Switching Sprinklered
1132 N. W. GLISAN STREET



PORTLAND, ORE.

HOLMAN TRANSFER CO.

1306 N. W. HOYT STREET

General Merchandise Storage and
Distribution

Private Siding All Railroads Entering Portland

Located in the center of wholesale and jobbing district

**POOL CAR DISTRIBUTION
A SPECIALTY**

Member A. W. A.—Amer. Chain.

Established 1864

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1848

1238 Northwest Glisan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

**GENERAL MERCHANDISE WAREHOUSING
AND TRANSPORTATION**

Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland
Empire with Free Pick Up and Delivery Service to All Main Points.
Route your shipments Via Water or Rail to us at our private Siding.

PIHL TRANSFER & STORAGE CO.

1231 N. W. Hoyt St. Portland, Oregon
Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

Radio Wilhelm, Pres.

RUDIE WILHELM WAREHOUSE CO.

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Fwd'g Co.

P. M. Boggs, vice-president, Canada
Dry Ginger Ale, Inc., said: "If you want
to sell the year round, you must adver-
tise the year round. It takes more
courage, in my opinion, to pursue this
policy than it does to make the decision
that your business is going to be a year
round seller."

BETHLEHEM, PA.



Lehigh and New England Terminal Warehouse Co.
15th Avenue, North of Broad Street, Bethlehem, Pa.

Serving ALLENTOWN, BETHLEHEM AND EASTON
Private Siding LEHIGH & NEW ENGLAND R. R.

500,000 CU. FT. COLD STORAGE
200,000 SQ. FT. DRY & HOUSEHOLD STORAGE

LANCASTER, PA.

LANCASTER STORAGE CO.
LANCASTER, PA.
Merchandise Storage, Household Goods, Transferring, Forwarding, Manufacturers' Distributors, Carload Distribution, Local and Long Distance Moving
Members May. W.A.—P.F.W.A.

OIL CITY, PA.

CARNAHAN
Transfer and Storage
The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.
Forwarding agents Members N. F. W. A.

ERIE, PA.

THE ERIE STORAGE & CARTING COMPANY
1502 SASSAFRAS ST., ERIE, PA.
Trackage on New York Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of merchandise and household goods. Branch house service for manufacturers. Pool cars distributed.
MEMBER: ALLIED VAN LINES — N.F.W.A. P.F.W.A.—Rotary and Kiwanis



THE IRWIN TRANSFER COMPANY
1502 SassafRAS St. Erie, Pa.
Overnight service on merchandise to all of the above cities.

PHILADELPHIA, PA.

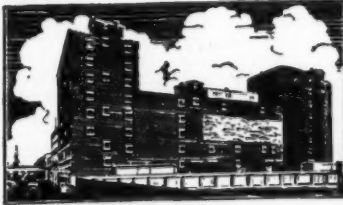
ATLAS
STORAGE WAREHOUSE COMPANY
FIREPROOF DEPOSITORY
4015 Walnut Street
Member N. F. W. A., P. F. W. A. and C. S. & T. A.
WALTER E. SWEETING, President

PHILADELPHIA, PA.

FENTON STORAGE CO.
Est. over 50 years.
Absolutely Fireproof 46th and Girard Ave.
Cable Address "Feneco"
P. R.R. Siding
Storage, moving and distribution of household goods and merchandise.

HARRISBURG, PA.

Pool Cars
Efficiently Handled Merchandise and Household Goods Storage
HARRISBURG STORAGE CO.
P. R. R. Siding
American Warehousemen's Association, National Furniture Warehousemen's Association, Penna. Furniture Warehousemen's Association, American Chain of Warehouses



PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses
General Offices—1811 Market St.
H. NORRIS HARRISON, Pres. F. L. HARNER, Vice-Pres., Treas.
LEAH ABBOTT, Secy.
Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.
Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES
Executive Offices—50 So. 3rd St.
General Merchandise Storage and Distribution
U. S. Bonded and Free Stores
Carload Distribution
Direct Railroad Siding: Penna. R. R.—Reading R. R.
Company owns fleet of motor trucks for city and suburban deliveries

HAZLETON, PA.

KARN'S TRANSFER & STORAGE
FIREPROOF STORAGE WAREHOUSE
Household Goods Storage, Packing, Shipping
Merchandise Storage and Distribution
Pool Cars Distributed. Local and Long Distance Hauling
Members of Mayflower Warehousemen's Association

CHRIST N. KARN, Prop.

PHILADELPHIA, PA.

MILLER
North Broad Storage Co.
BROAD & LEHIGH & BRANCHES
Member M.W.A., P.F.W.A., P.M.T.A., C.F.M.A. of Pa.



LANCASTER, PA.

Keystone Express & Storage Co.
STORAGE—DISTRIBUTORS—FORWARDERS
Merchandise and Household Goods
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

The Men Who Distribute
Oxford Paper
Read DISTRIBUTION & WAREHOUSING and consult the Directory of Warehouses

PHILADELPHIA, PA.

68 Acres OF FLOOR SPACE



Motor Truck SERVICE

We own and operate a fleet of motor trucks to provide "Store door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.



TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986

624 Third Street, SAN FRANCISCO . . . Phone Sutter 3461

219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at
Strategic Distribution Centers



PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses
Sprinkler Protected

Distributors
Penna. R. R. Siding

Kirby Transfer & Storage Co.
2538 Smallman St. Pittsburgh, Pa.

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

D. L. & W. and D. & H. Sidings
Member of Allied Distribution, Inc.



PITTSBURGH, PA.

THOMAS WHITE, Owner and Manager

WHITE TERMINAL CO.

16th - 17th and PIKE STS.

PITTSBURGH



the heart of Pittsburgh's jobbing district. Private siding on the Penna. R.R.

Also Operating WHITE MOTOR EXPRESS

Our combination of a modern trucking service and an efficient warehousing organization is ideal in serving all the needs of distributors in this territory. Our building is modern, sprinklered and located right in

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING

Private Siding Pennsylvania R.R.

WILKES-BARRE, PA.

WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service
Milling-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

TEXAS

DIRECTORY OF WAREHOUSES

Distribution and Warehousing
February, 1936

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH



ARMSTRONG TRANSFER & STORAGE CO., Inc.

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Member Mayflower W. A.—Amarillo Warehousemen's Association—American Chain of Warehouses



AMARILLO, TEXAS

BISHOP

WAREHOUSE & STORAGE CO.

Between 5th & 6th on So. Grant St.

Operating two self-owned warehouses. Largest most modern in city. Goods of any size or quantity handled. Capacity 368 cars. WAREHOUSING — STORAGE — TRANSFER — FORWARDING — DISTRIBUTION — POOL CARS.

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice Pres.
May Crocker—Sec. & Treas.

CROCKER TRANSFER AND STORAGE CO., Inc.

Established 1912

Distribution Pool Cars or Boat Shipments

Merchandise & Household Goods

Storage—Drayage—Crating

Members — A.W.A. N.F.W.A. S.W.T.A. A.C.W.

DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

AMERICAN TRANSFER & STORAGE CO.

BONDED FIREPROOF WAREHOUSES
MERCHANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION

LOCAL DRAYAGE

K. K. MEISENBACH

JACK ORR

DALLAS, TEXAS



The Interstate Fireproof Storage & Transfer Co.

301 North Market St.

Merchandise Storage and Distribution.



Household Goods Storage, Moving & Packing—Long Distance Hauling
Associate Managers

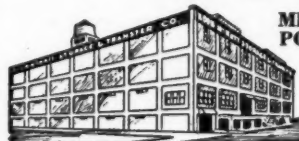
W. I. Ford

R. E. Eagon

DALLAS, TEXAS

SPECIALIZING

MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION



SERVING THE GREAT SOUTHWEST AREA

EVERY ACCOUNT IS PERSONALLY SUPERVISED BY THE MANAGEMENT.

KOON-McNATT STORAGE & TRANSFER CO.

911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL LINES AND UNIVERSAL CARLOADING & DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

DALLAS, TEXAS.

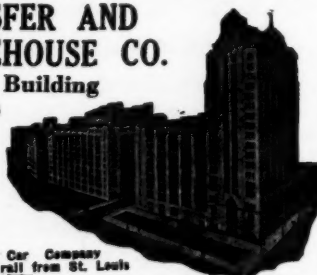
E. D. Balcom

Gus K. Weatherford

DALLAS TRANSFER AND TERMINAL WAREHOUSE CO.

Second Unit Santa Fe Building
Dallas, Texas

Modern Fireproof Construction—Office, Display, Manufacturers, and Warehouse Space



Operators of Lone Star Package Car Company (Dallas Division). Daily service via rail from St. Louis and C.F.A. territory to all Texas points. Semi-weekly service via Morgan Steamship Line from New York and Seaboard territory to all Texas points.

MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses
Southwest Warehouse & Transfermen's Assn., Rotary Club.

DALLAS, TEXAS

A Complete Merchandise Warehouse Service

COLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS

MORGAN WAREHOUSE and COMMERCIAL COMPANY

Houston Street at McKinney Avenue. 1917 North Houston Street.
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



BINYON-O'KEEFE
Fireproof Storage Co.

Fort Worth
Associated with Distribution Service, Inc.



DALLAS, TEXAS.

Dallas-Trinity Warehouse Company

"Courtesy With Unexcelled Service"

Complete Warehousing

R. E. Abernathy, Pres.

3205 Worth, Box 26, Dallas

Fl. Worth-Trinity Warehouse Co. Also Corsicana-Trinity Warehouse Co.
Fl. Worth, Texas Corsicana, Texas

Member of N.F.W.A.—A.W.A.—S.W.A.

FORT WORTH, TEXAS

GENERAL CARTAGE CO.

1212 E. Lancaster Ave., Fort Worth, Texas

FIREPROOF STORAGE

MERCHANDISE & HOUSEHOLD GOODS

POOL CAR DISTRIBUTION

TEMPLE HARRIS, Gen. Mgr.

FORT WORTH, TEXAS

Storage, Cartage, Pool Car Distribution

O. K. Warehouse Company, Inc.

255 W. 15th St.

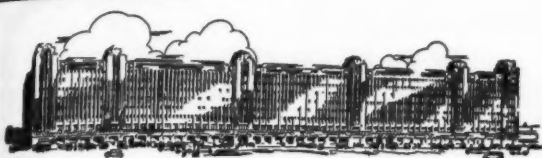
Fort Worth, Tex.

The Men Who Distribute

Horlick's Malted Milk

Read DISTRIBUTION & WAREHOUSING and consult the Directory of Warehouses

FORT WORTH, TEXAS



The Southwest's Finest Warehouse
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE
Texas and Pacific
Terminal Warehouse Co.

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.
Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.
Merchandise storage—pool car distribution, daily motor freight lines.
Furniture vans—equipment for heavy hauling.
Service Covers the Lower Rio Grande Valley

HOUSTON, TEXAS

V. F. GILLESPIE, Gen. Mgr.

Gulf Warehouse & Transport Co.
Goliad and Morin Sts., Houston, Texas
Merchandise Storage—Pool Car Distribution—
Low Insurance Rates
*Your Progressive Branch in the
Southwest's Most Progressive City*

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

Shipside and Uptown Warehouses
Merchandise Storage and Distribution
Operators—Houston Division
LONE STAR PACKAGE CAR CO.

1302 Nance St.

Houston, Texas

HOUSTON, TEXAS

**UNIVERSAL TERMINAL
WAREHOUSE COMPANY**

Fireproof Storage—Sprinklered Warehouses

New York Office: 100 Broad Street
Chicago Office: 427 West 27th Street

HOUSTON, TEXAS

IN HOUSTON

**Westheimer
Transfer and Storage Co., Inc.**

Fifty-three Years of Dependable Service
SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY

Benj. S. Hurwitz
President

Members N. F. W. A.
State and Local Assn.

LONGVIEW, TEXAS

ROY WILSON TRANSFER & WAREHOUSE CO.

BONDED

Household Goods and Merchandise Storage
Pool Car Distribution

Store in Longview—the most centrally located city
in the East Texas Oil Field

SAN ANTONIO, TEXAS

**MERCHANTS TRANSFER & STORAGE CO.
FIREPROOF BONDED WAREHOUSE**

Complete Storage and Distribution Service
over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.
BONDED FIREPROOF

POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE
Dependable Service Since 1913

SAN ANTONIO, TEXAS

Scobey Fireproof Storage Co.

HOUSEHOLD - - - MERCHANDISE
COLD STORAGE - - - CARTAGE

DISTRIBUTION

INSURANCE RATE 10c
Members of 4 Leading Associations

SAN ANTONIO, TEXAS



SOUTHERN TRANSFER CO.
FIREPROOF BONDED STORAGE

Lowest insurance rate in San Antonio
Receivers and Forwarders of Merchandise

TYLER, TEXAS

EAST TEXAS TERMINAL WAREHOUSE CO., Inc.

*Serving the World's Largest Oil Field
and All of North and East Texas.*

The highest type of BONDED Storage
and Warehouse facilities.
POOL CAR DISTRIBUTION

Member—S.W.A.

415-17 N. College and Cottonbelt tracks.

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East
Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

Wichita Falls Fireproof Warehouse

(Reinforced concrete)

Motor Freight Service to All Territory

Tarry Warehouse & Storage Company, Inc.

Members { National Furn. Warehousemen's Assn.
Southwest Warehouse & Transferrmen's Assn.
See TYLER-TARRY-FAGG Co. Associated

The Men Who Distribute

'Gold Dust'

Read DISTRIBUTION AND WAREHOUSING
and consult the Directory of Warehouses

OGDEN, UTAH



Western Gateway Storage Company
COLD AND DRY STORAGE
A Modern Commercial Warehouse
Bonded Service
Member American Warehousemen's Assn.

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE

Fireproof Sprinklered
Insurance rate 18c. Merchandise Storage. Pool Car Distribution. Office Facilities.
Member A. W. A.

SALT LAKE CITY, UTAH

DOOLY TERMINAL WAREHOUSE
213 SOUTH FIRST WEST

Lowest Insurance—Sprinkler Protected Space.
Merchandise Storage, Pool Car Distribution.
Office Facilities, Watchman Protection Supervised by A.D.T.
Private Trackage with Free Switching.
Bonded Service. "IT'S THE LOCATION"
Member of Allied Distribution, Inc.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution
Over 1,000,000 cubic feet reinforced Concrete
Sprinklered Space
Insurance Rate 14 Cents

JENNINGS-CORNWALL WAREHOUSE CO.

Salt Lake City, Utah

Represented by
DISTRIBUTION SERVICE, INC.

100 Broad St. 219 East North Water St. 425 Third St.
NEW YORK CITY CHICAGO SAN FRANCISCO
Phone Bowling Green 9-0986 Phone Sup. 7180 Phone Sutter 3461

An Association of Good Warehouses
Located at Strategic Distribution Centers

SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE
SECURITY STORAGE & COMMISSION CO.
230 S. 4TH WEST STREET
Over 25 Years Experience
Merchandise Warehousing - Distribution
Sprinklered Building - Complete Facilities
Lowest Insurance Cost - A.D.T. Watchman Service
Office Accommodations - Display Space
Represented by American Chain of Warehouses, Inc.
New York Chicago
250 Park Ave. 53 W. Jackson Blvd.
MEMBER:
A.W.A.—U.W.A.

NORFOLK, VA.

MEMBER

HOUSEHOLD AUTOMOBILE STORAGE
THE BELL STORAGE COMPANY, INC.
NORFOLK, VIRGINIA
MODERN SPRINKLER EQUIPPED WAREHOUSE
10,000 SQUARE FEET PRIVATE RAIL SIDING
Lowest Insurance Rate in Norfolk. Pool Car Distribution.
WE SPECIALIZE IN MERCHANDISE STORAGE AND DISTRIBUTION
AGENTS: AERO MAYFLOWER TRANSIT COMPANY
Member M.W.A. & S.W.A.

NORFOLK, VA.

Established 1892

SOUTHGATE
STORAGE COMPANY, Inc.

MEMBER:
A.C.W.
A.W.A.
S.W.A.
U.S. C. of C.
For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.
Write for Booklet—"7 POINT DISTRIBUTION"

RICHMOND, VA.

58 YEARS OF UNINTERRUPTED AND EXPERT SERVICE

BROOKS TRANSFER and STORAGE CO., Inc.
1224 W. Broad Street, Richmond, Va.

Two Fireproof Storage Warehouses—116,000 Square Feet Floor Space—Automatic Sprinkler System—Lowest Insurance Rates in Richmond—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States East of Mississippi River.
Member of S. W. A.—M. F. W. A.

RICHMOND, VA.

STORAGE
HOUSEHOLD
GOODS
OBJECTS of ART
FURS - RUGS
VALUABLES

THE W. FRED RICHARDSON
Security Storage Corporation

PACKING FOR SHIPMENT
Local and Long Distance Movements
ESTABLISHED 1897

RICHMOND, VA.

"Here, There and Everywhere"

TANNER'S
TRANSFER & STORAGE
General Office: 2617 Fourth Ave.
Specializing in the movement of household furniture and office equipment. Warehouse with a private railroad siding right to the door. Distribution of household goods pool cars. Members of A.T.A., V.H.U. Assoc., N.D.A.

RICHMOND, VA.

100,000 Sq. Ft. Space

VIRGINIA BONDED WAREHOUSE CORPORATION
ESTABLISHED 1908 1709 E. CARY ST.
U. S. BONDED & PUBLIC WAREHOUSES
MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20c PER \$100 PER YEAR
Member A.W.A.
BUILDINGS SPRINKLERED

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars Automatic Sprinkler
Private Railroad Siding Accurate Accounting
We make a Specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.
Member of American Chain of Warehouses

The Men Who Distribute
Mellin's Food
Read **DISTRIBUTION AND WAREHOUSING**
and consult the Directory of Warehouses

SEATTLE, WASH.

ESTABLISHED 1909

THOS. WATERS, Pres.

F. J. MARTIN, Mgr.

A. B. C. STORAGE CO.
WAREHOUSING AND DRAYING

We make a specialty of Storage
for Agents, Brokers and General
Merchandise Houses.
Free Switching Service.

304 RAILROAD AVE., SO.

SEATTLE, WASH.

SPOKANE, WASH.

Millard Johnson
Pres.

W. B. Fohlin
Secy.

Consign to

SPOKANE TRANSFER & STORAGE CO.

A. W. A.

308-316 Pacific Ave.

N. F. W. A.

Merchandise Department

Largest Spot-Stocks in the
"Inland Empire."
(67,000 sq. ft.)

Household Goods Dept.

Assembling and distribution of
pool and local shipments.
Agents for JUDSON.

Member of American Chain of Warehouses

SEATTLE, WASH.

EYRES TRANSFER AND WAREHOUSE CO., Inc.
SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet

INSURANCE .133 Cents per \$100.00

GENERAL STORAGE AND DISTRIBUTING SERVICE

OPERATING 65 AUTOS

Members of NFWA—ACW—WSWA Since 1889

SEATTLE, WASH.

LET LYON GUARD YOUR GOODS



**Northwest
Distributors**

Seattle—Tacoma—Portland
Seattle, 2030 Dexter Avenue
Dean C. McLean, Mgr.

HUNTINGTON, W. VA.

**THE SHIPPING CENTER for
4 STATES**

Ohio Kentucky Virginia West Virginia

Huntington is the shipping center of four states. From it
you can reach Southern West Virginia, Southern Ohio,
Eastern Kentucky and Northern Virginia by five railroads,
the Ohio River and paved highways leading in five direc-
tions.

A first class warehouse for your goods; private side track
from any railroad entering city—no switching charge; our
own trucks and a competent force of employees. All at a
cost that is surprisingly low yet everything is convenient
for your warehousing needs.

HUNTINGTON WAREHOUSE CORP.

1639-41-43-45 Seventh Ave., Huntington, W. Va.

Member of A.C.W.—A.W.A.

SEATTLE, WASH.

CLASS A BLDG. SPRINKLER INSURANCE 22¢
STATE BONDED FREE SWITCHING

Pike

Personal
Service

Warehouse Co., 1041 RR So.

Seattle

Close to
Docks
City
Delivering

Public Auto Freight Depot in Warehouse Eliminates Extra Handling.
Daily Service to Northwest Points Our Traffic Assistance Will Help You

LA CROSSE, WIS.

The Gateway City Transfer & Storage Co.

C. B. & Q. R.R. Siding

The logical distribution center for Western Wisconsin,
Eastern Minnesota, and Northeastern Iowa.

Trackage warehouse for merchandise and Free switching service.
We specialize in pool car distribution.

SEATTLE, WASH.

TAYLOR-EDWARDS
Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates
Associated with leading warehouses through
DISTRIBUTION SERVICE, INC.

New York

Chicago

San Francisco

Members of—American Warehousemen's Assn.; National Furniture Warehousemen's
Assn.; Washington State Warehousemen's Assn.

LA CROSSE, WIS.

La Crosse Terminal Warehouse Co.
GENERAL STORAGE

We make a specialty of storage and pool car distribution for agents,
brokers, and general merchandise houses.

Free switching service

Large fleet of Vans and Delivery Trucks

We give prompt service

430-434 SOUTH THIRD STREET

SEATTLE, WASH.

UNITED WAREHOUSE COMPANY
1990 Railroad Avenue

GENERAL MERCHANDISE
STORAGE

100,000 sq. ft. capacity
Established 1900



POOL-CAR
DISTRIBUTORS

U. S. Customs Bond
Free Switching

MADISON, WIS.



MRS. ROBERT M. JENKINS, Pres.

The Union Transfer & Storage Co.

State Bonded Warehouse on Private Switch

Fireproof Building 85,000 Square Feet

Pool Car Distribution by Truck or Rail

Private Siding Milwaukee Road,

Free Switching All Roads

Established 1895

SEATTLE, WASH.

WINN & RUSSELL, INC.

1014 Fourth Ave., South

General merchandise storage and distribution



Located in the center of wholesale and jobbing district

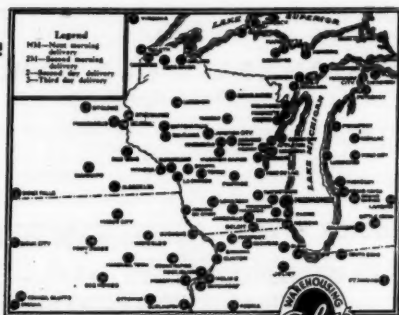
Low insurance rates Office and desk space

Member—A. W. A.—Allied Distribution, Inc.

An investment in advertising over a
period of years is an invaluable
asset. It is worth what was paid for
it if the advertiser keeps on advertis-
ing and thus protects it and increases
its value and keeps it alive.

For City of Washington, D. C.
refer to
DISTRICT of COLUMBIA

MILWAUKEE, WIS.



SPOT STOCKS PLUS SERVICE WILL HELP SALES—NOW!

UNITED STATES CUSTOMS BONDED—WISCONSIN LICENSED AND BONDED

Atlas warehouses, nine in all with over 500,000 square feet of floor space, sprinkler equipped and A.D.T. alarm and watchmen supervised, are ready to speed up your distribution service, safely, economically and efficiently. Ship to us by rail, truck or steamer. Fifty car track capacity, two docks with water deep enough for any freighter on the Great Lakes—ocean vessels from European ports come direct to us with merchandise for storage.

Atlas at Milwaukee with its trained personnel is in a position to help you with your distribution problems—Write to us today!

ATLAS STORAGE COMPANY

710 West Virginia St. Milwaukee, Wisconsin

Represented by:



DISTRIBUTION SERVICE, INC.

100 Broad St.
New York, N. Y.319 East North Water St.
Chicago, Ill.625 Third St.
San Francisco, Cal.

Fast distribution to six states from MILWAUKEE

MILWAUKEE, WIS.

**HANSEN
STORAGE CO.**

"The Million Dollar
Warehouse Company"

ESTABLISHED 27 YEARS—LARGEST IN WISCONSIN
18 Warehouses—50 Car Side Track—850 Foot Dock
DEPENDABLE—EXPERT—QUICK SERVICE

We specialize in
Merchandise Distribution and Furnish
"BRANCH HOUSE SERVICE"

"Let Us Solve Your Distribution Problems"
Ship Your Merchandise to Yourself in Our Care
and Have Instructions Follow.
"We Will Do the Rest."

"U. S. Government Bonded Warehouse"

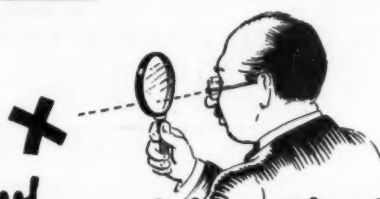
MILWAUKEE, WIS.



LINCOLN

FIREPROOF WAREHOUSE CO.
WAREHOUSE SERVICE OF EVERY DESCRIPTION
RAILROAD SIDINGS AND DOCKING FACILITIES
LOCATED IN HEART OF BUSINESS DISTRICT
OFFICES: 206 W. HIGHLAND AVE.
Member of A.W.A.—W.W.A.—N.F.W.A.

MILWAUKEE, WIS.

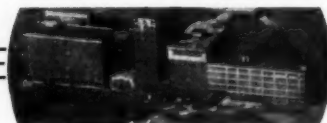


Why not investigate ?

• When you ask for and obtain another's experience, you feel, naturally, you have secured the best information you can get. You should be interested in what a warehouseman's customers have to say about performance and the service he receives—about facilities—willingness to adjust operations to meet varied requirements on reasonable terms, unfettered by old fogey ideas. May we give you a list of National distributors who have invited us to use their names? Investigate us—we welcome it!

NATIONAL WAREHOUSE CORPORATION

"Milwaukee's Finest"

C. & N. W. R.R.
SIDINGMembers: Associated Warehousemen, Inc.
American Warehousemen's Assn.
Wisconsin Warehousemen's Assn.LICENSED
BONDED

A Solid Block of Responsible Warehousing

RACINE, WIS.

In Racine!

The Racine Terminal Warehouse offers every storage and distribution facility. Modern fireproof building especially built for warehouse service. Motor freight terminal. Private rail siding. Dock facilities. Experienced and responsible management.

Merchandise Storage—Moving—
Packing—Shipping

RACINE TERMINAL WAREHOUSE & TRANSFER COMPANY
1 to 7 Main Street, Racine, Wis.

The advertiser who clings close to a sound, co-ordinated plan is insuring the success of every preceding effort while those who jump from idea to idea and medium to medium are futilely trying to pinch hit while the bases are continuously empty.

**"D & W" is the logical contact point between
Warehouseman, Shipper and Distributor**

CANADIAN WAREHOUSE SECTION

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE

JOHNSTON

National Storage, Ltd.

STORAGE — CARTAGE

FORWARDING — DISTRIBUTING

You Can Buy No Better Service

TORONTO, ONTARIO

CANADIAN RAIL AND HARBOUR TERMINALS, Limited

Foot of York St., TORONTO, Canada

CANADA'S FINEST WAREHOUSE

Cold **STORAGE** Dry

1,000,000 square feet of floor space, 2,200 feet of docks and transit sheds and 6,000 feet of railroad sidings. General Storage; Bonded and Free Storage; Cold Storage; Office and Display Space; Lowest Insurance. Transportation to every part of the Province and Dominion.

Free Switching. Pool Cars to All Major Distributing Points

TORONTO, ONTARIO

Tippet-Richardson Limited

218 FRONT STREET EAST TORONTO, ONT.

C. F. B. Tippet, President C. A. Richardson, Vice-President

MONTREAL, QUEBEC

Morgan Trust Company

Furniture Two
Storage Warehouses

For 90 years

connected with Montreal business.

All consignments
to us will receive most careful
attention.

1455 UNION AVENUE



MONTREAL, QUEBEC

Established 1903

W. G. KENWOOD, Pres. & Man. Dir.

Westmount Transfer & Storage Ltd.

205 Olivier Ave., Westmount, P. Q.

LOCAL AND LONG DISTANCE MOVERS

Private Room System for Storage

CRATING, PACKING and SHIPPING

Charges Collected and Promptly Remitted

Member: N. F. W. A., C. S. & T. A.



The Directory of Warehouses

appearing in each issue of

Distribution & Warehousing

is the meeting place of those who
need and are looking for warehouse
facilities and those who can supply
them.

MEXICO

MEXICO, D. F. (MEXICO CITY)

BODEGAS CHOPO. S.A. (MDSE & HHG) Apartado (P.O.B.) 1146

Pres. & Gen. Mgr., H. ROSENSTEIN

Modern, Fireproof Whse.

Connected with all Mexican RR's

Storage of General mss. Forwarding, Packing furniture

Consular Invoices. Assoc. NFWA

Correspondent Security Storage Co., Washington, D. C.

The Men Who Distribute Golden State Milk Products

Read DISTRIBUTION & WAREHOUSING
and consult the Directory of Warehouses

**YOUR FORD DEALER INVITES YOU
TO MAKE YOUR OWN "ON-THE-JOB"
TEST OF V-8 ECONOMY AND V-8
PERFORMANCE WITHOUT OBLIGATION**

FORD V-8

TRUCKS AND COMMERCIAL CARS

**IN SAINT LOUIS
THE HOTEL
CORONADO**
LINDELL BLVD. AT SPRING AVE.

FAMOUS FOR ITS FOOD

RATES FROM \$2.50

UNDER THE DIRECTION OF PRESTON J. BRADSHAW

Rolling-Stone advertisers cannot advertise when business is bad, because they have no money. They do not need to advertise when business is good, because they have too much business. With the rolling-stone advertiser, there is no time to advertise.

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